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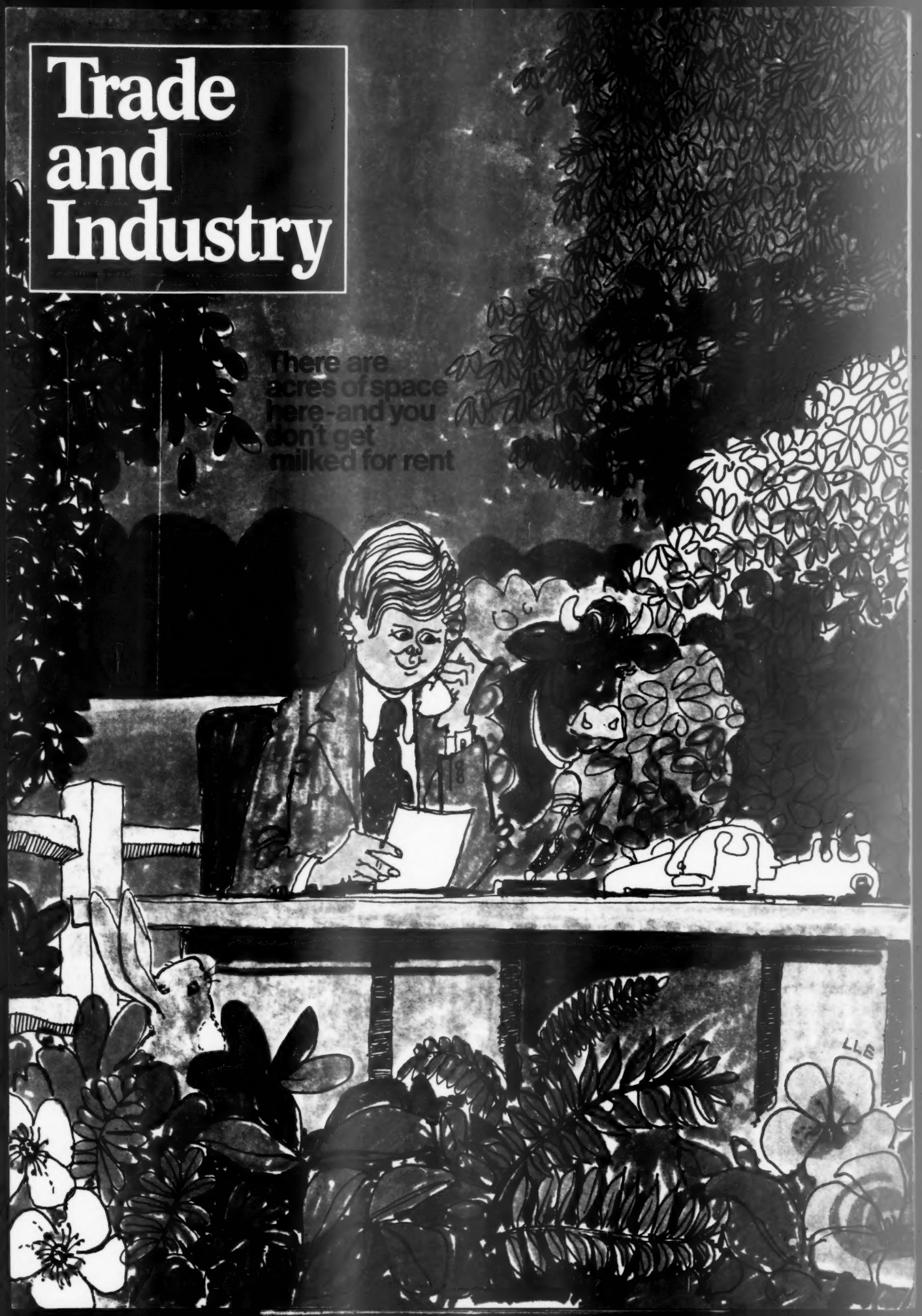

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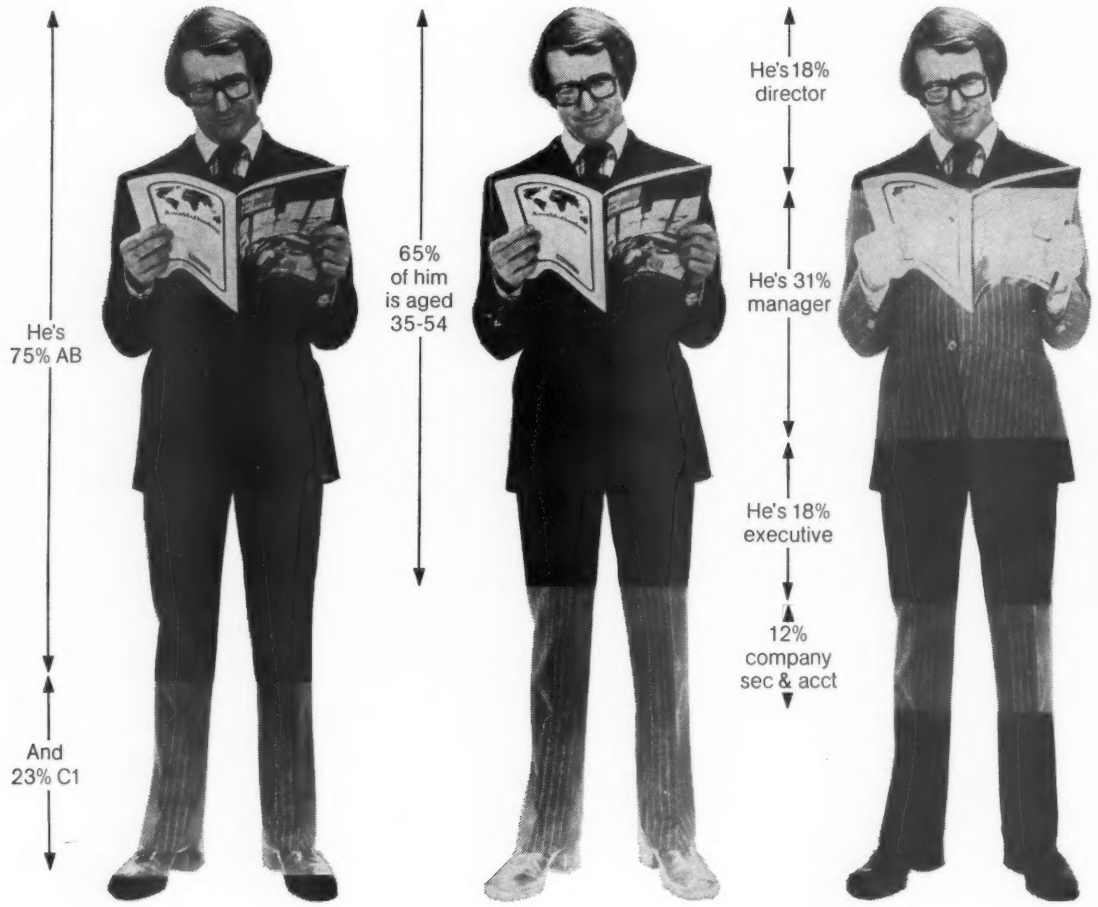

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27 June 1975

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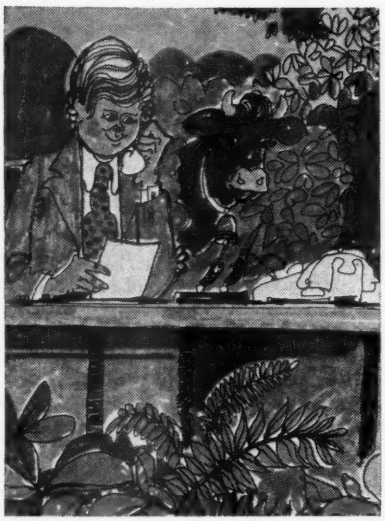

Savings in rent, rates and clerical salaries could be up to an estimated £2,600 per employee per year if a company moves its offices from central London to outside the crowded, high-cost south east. An article by Mr. C. A. Prendergast, Chairman of the Location of Offices Bureau on the benefits of moving out of London is published on page 758 of this issue with three case histories.

Trade and Industry

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Home News

Government amendments to the Industry Bill 730
Restriction on insurance company 730
Gregor MacKenzie announces new advance factory programme 730
Two Government factories for Bramborough 730
Advance factory at Cramlington 730
Lord Beswick urges greater involvement in science and technology 731
Export Office Procedure Courses in Scotland 731
Fishing Vessels (Survey and Inspection) (Fees) Regulations 1975 731
Government to support Rolls-Royce engine for jumbo jet 732
Patents endorsed 'Licences of Right' 732
AUC warns against hazards of smoking in aircraft 732
Appointments to Air Travel Reserve Fund Agency 733
Advance factory for Wrexham 733
'Transocean III' report published 733
Alan Williams calls for co-operation to help protect consumer 734
Metrication – orders on certain foods 734
Alternative origin marking requirements for bacon 735
Clearance of merger proposals 735
New designated safety zone – correction 735
SE Electricity Board 735

Technology News

SRC grant for spectrometer 736
British President for Eurotest 736
New blue book from Harwell 736
NEL conference on energy utilisation 736

Parliament

737

BOTB News

Tokyo exhibition 743
Visits by Overseas Commercial Officers 743

Export Business

744

European Community

Lome Convention: interim arrangements 745
Euro-Arab Dialogue 746

New EC Legislation

747
EEC/Greece Association Agreement 747
EEC/Israel Agreement 747
Economic Indicators of the EEC 748

Britain

Factories – for sale or rent 753
Moving experiences: office relocation and the work of LOB 758
Following tradition to the Mersey 764
The best of both worlds 766
A move to Suffolk 768

Trade Information

Relaxation of performance bond requirements 773
Trade with South Africa 773
Denmark: commercial representation 773
Revised arrangements for licensing exports of non-alloy ferrous scrap 773
Applications for reimposition of import duty 774

Tariff and Trade Notices

Angola 777, Australia 778, Bahamas 779, Iran 776, Ireland, Republic of 775, Malawi 777, Malta 776, Mozambique 777, New Zealand 779, Portugal 775, South Africa, Republic of 777, Spain 775, Uruguay 779, Venezuela 779

Exhibitions and Fairs

British industrial machinery in Israel 780
Stationery in New York 780
Sound of music in Chicago 781
Paris machine tool exhibition 781
Stuttgart shutter fair 781
Bologna food fair 781

Statistics

The economy: selected indicators 783
Index of industrial production for April 784
Registration of British, Community and foreign films 784
Release dates of economic statistics 786
Steel consumption and stocks 786
Motor vehicle output in May 789
Statistics of motor trades for 1972 790
Sales in carpet industry in April 1975 791
Hosiery and other knitted goods 791
Regional selective assistance 792
Business Monitor 793
Retail trading in East Anglia 794
Retailers' stocks in April 794
Index to statistics 795

Government Sales

796

Home News

Government amendments to the Industry Bill

At a press conference on 24 June given by the Prime Minister and the Secretary of State for Industry on amendments to the Industry Bill, it was announced that the Government undertook to review the detailed contents of the Industry Bill in the light of the debate during its Committee Stage and its consultations with the CBI and the TUC.

In accordance with certain undertakings the Government has tabled a number of amendments dealing with the National Enterprise Board, the transfer of control of important manufacturing undertakings to non-residents, and Planning Agreements. No changes have been made on these subjects that affect the main substance of the Bill as it was first presented to Parliament.

The information powers

The Government has tabled amendments to the information powers in order to make them a more effective and flexible instrument for enabling Government and workers to have a more effective part in developing strategic plans, and to provide better arrangements for Parliamentary oversight.

The information powers are reserve powers which need not be used if the consultative arrangements that exist within a company already provide for the satisfactory provision of information. The Bill now provides for a minimum period of three months between a formal notification to a company under the information powers and their use.

The Government has decided to place on the Minister – subject to certain safeguards – the responsibility for deciding what information obtained under the compulsory powers, should be disclosed to trade unions. This will avoid the need for repeated reference to the independent committee.

Parliamentary control

The Bill now also provides that the Minister must lay a statement before Parliament before giving companies the three-months minimum period of notice of the possibility of the compulsory information power being invoked.

The Bill, as amended, will set out the purposes for which the Government will require information to be provided to it or to trade unions.

Finally, a possible ambiguity in earlier drafting of the Bill is dealt with by making clear that the coverage of the information powers is limited to the subject matters listed in the Bill.

Gregor MacKenzie announces new advance factory programme

A new programme of 30 advance factories, totalling 550,000 sq. ft., was announced on 25 June by Gregor MacKenzie, Minister of State for Industry, in answer to a Parliamentary Question. The factories may be expected to provide about 2,000 jobs when occupied and to cost approximately £5.5 million.

Construction is expected to begin in the financial year 1976-77.

This is the fifth programme of advance factories announced by the Government since July 1974.

A feature on Government advance factories appears on page 753 of this issue.

Two Government factories for Bromborough

The English Industrial Estates Corporation has announced that work has started on the construction of another two advance factories in North West England.

These two units, one of 2,250 m² (25,000 sq. ft.) and the other of 1,350 m² (15,000 sq. ft.), are both being built at New Chester Road, Bromborough, Merseyside.

Contracts for the work have been awarded to Leonard Fairclough Ltd., of Manchester. The project architects are Associated Design Consultants of Liverpool, and the quantity surveyors are E. C. Harris and Partners, also of Liverpool.

The premises should be ready for occupation by early 1976.

Advance factory at Cramlington

Work is about to start on the construction of a 2,250 m² (25,000 sq. ft.) advance factory on the Nelson Industrial Estate, Cramlington, Northumberland.

A contract for building the factory has been awarded to Brims and Co. Ltd., of Newcastle upon Tyne. The architects are Richard Turley and Associates, also of Newcastle, and the quantity surveyors for the project are Davis Belfield and Everest of Gateshead.

The premises should be ready for occupation by early 1976. Inquiries regarding purchase or lease should be made to: Regional Director, Department of Industry, Northern Regional Office, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (Tel. Newcastle (0632) 27575).

Restriction on insurance company

Peter Shore, Secretary of State for Trade, has under Section 29 of the Insurance Companies Act 1974, required London Equity Assurance Ltd. to cease taking on new insurance business in Great Britain. The Requirement also prohibits the variation of existing insurance contracts in such a manner as to increase the liabilities of the company.

The Requirement does not prevent the company meeting its liabilities under existing insurance policies.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Lord Beswick urges greater public involvement in science and technology

Lord Beswick, Minister of State, Department of Industry, emphasised the continuing need for public involvement in decision-making when he addressed a meeting of ministers of science and technology held by the Organisation for Economic Co-operation and Development in Paris on 24 June.

Speaking on 'Science, Technology and Society', Lord Beswick said: 'We will need to give a continuing emphasis to the participation of an informed public in decision-making in the scientific and technological spheres. We must constantly seek improvements in communication so that decisions that may well affect our future well-being are made with knowledge and consent.'

Britain would need to maintain and develop the system of public involvement which had been evolved in this country.

'For example, my Department now has Requirements Boards consisting, on the one hand, of representatives of the Government, and on the other, of an external membership of representatives from industry and the universities who, through a process of wider consultation, bring the interests of a wider public to bear on the decision-making process. The Requirements Boards have an executive function in determining the objects and balance of research and development programmes to support specific, sectorial Departmental policies. Moreover Departments directly concerned have established units that enable the public to be involved in technology assessment.

'At a wider level, we will need to encourage participation in society at large; to encourage the press and television to contribute further to the discussion of the social implications of science and technology; and to encourage greater participation, rather than confrontation, in decision-making so that technological change can be implemented without rancour.

'We could do more through our education system to secure a deeper understanding of the wider implications of science and technology and the need always to give proper weight to moral, spiritual and cultural values.

'Finally, and by no means least, we need to encourage the social responsibility of scientists and technologists along with the rest of society, recently so convincingly illustrated by the way scientists have alerted the world to the potential dangers of some aspects of genetic engineering.'

The meeting is the fifth of a series on science and technology to be held by the OECD. A previous meeting at ministerial level in 1968 was attended by Patrick Gordon Walker, former Secretary of State for Education and Science, and Tony Benn, then Minister of Technology. Since that meeting there has been a great change of climate and Government are now faced with a series of inter-related problems that are not always amenable to isolated national solutions.

The 256,600 tonnes tanker *Windsor Lion*, built at Swan Hunter's Wallsend shipyard for Anglomar Supertankers Ltd., London, has completed sea trials, and has been handed over to her owners. *Windsor Lion* is the third vessel to be built by Swan Hunter Shipbuilders Ltd. for Anglomar companies. A sister ship, the *London Lion* was completed by Swan Hunter in October 1972. The Anglomar companies are UK subsidiaries of Overseas Shipholding Group Inc., a publicly held company in the United States. *Windsor Lion* is the sixth in a series of VLCCs of similar size ordered from Swan Hunter Shipbuilders by various owners.

Export Office Procedure Courses in Scotland

Dates and locations of Export Office Procedure Courses in Scotland – organised by the Training Services Agency with the support of the Department of Trade have been announced for the second half of 1975.

Dates	Location
28 July-1 August	Aberdeen
11-15 August	Glasgow
18-22 August	Glasgow
8-12 September	Dundee
22-26 September	Edinburgh
6-10 October	Glasgow
20-24 October	Dundee
3- 7 November	Glasgow
10-14 November	Glenrothes
17-21 November	Edinburgh
1- 5 December	Glasgow
8-12 December	Dundee
15-19 December	Edinburgh

Inquiries in connection with these courses should be directed to R. Mathieson, Training Services Agency, Office for Scotland, Stuart House, 30 Semple Street, Edinburgh EH3 8YX; tel. 031-229 2491 ext. 150.

The courses have two main objectives: to enable students to gain experience in office procedure and documentation associated with exporting; to show them how to pass on this acquired knowledge in the most effective way.

The syllabus assumes that students have experience of clerical work but not necessarily a knowledge of export techniques.

Sessions deal with essential aspects of exporting procedure; export sales; office functions; EEC; making a contract; export shipping office functions; containerisation; documentation; aids to exporters; bills of lading; documentary letters of credit; bills of exchange; and air freight.

Each course lasts four full days beginning on a Monday at 14.00 hours and ending on Friday at 12.30 hours. Fees are normally £35 excluding VAT but fees will be waived in respect of students attending from companies within development/intermediate areas which takes in the whole of Scotland.

The courses are non-residential and firms make their own arrangements for hotel accommodation.

Fishing Vessels (Survey and Inspection) (Fees) Regulations 1975

The Department of Trade has laid before Parliament regulations governing fees for the survey and inspection of the construction and equipment of fishing vessels under the Fishing Vessels (Safety Provisions) Rules 1975. The regulations, which come into force on 1 July 1975, apply to fishing vessels of 12 metres in length and over. They are in respect of surveys and inspections carried out by Department of Trade surveyors and range from £100 for a periodical inspection of a vessel from 12 to 15 m. in length to £6,405 for a complete survey of a new vessel of 75 m. in length and over.

Different fees are set for new and existing vessels, for surveys for the initial issue and renewal of fishing vessel certificates, and for the two-yearly intermediate periodical inspection which covers items of safety equipment. Provision is made for lower fees for surveys carried out by Department of Trade surveyors where the vessel has been partially surveyed by Lloyd's Register of Shipping or the White Fish Authority. The fees do not include fees for radio surveys on fishing vessels.

Government to support Rolls-Royce engine for jumbo jet

The Government has agreed to support proposals for the application of the Rolls-Royce RB211-524 aeroengine to the Boeing 747 jumbo jet on the basis of an order from British Airways.

In reply to a written question from Mr. Phillip Whitehead (Derby North) in the House of Commons on 20 June, Eric Varley, Secretary of State for Industry, said:

'The Government has agreed to support Rolls-Royce (1971) Ltd.'s proposals for the application of the RB211-524 engine to the Boeing 747 aircraft on the basis of an order from British Airways. The Secretary of State for Trade has given his approval for such an order to be placed. The Government contribution towards the costs will commence as soon as contractual details are completed and British Airways place their proposed order for the aircraft with these engines.

'The Government will contribute as launching aid approximately half of the costs of this programme, to use the engine in the Boeing 747 at 50,000 lb. thrust. The contribution is recoverable by a levy on engine sales.

'We recognise that it may be necessary for the engine to be developed to a higher thrust level for the Boeing 747. I have, therefore, also agreed in principle that, should such a programme be required, the Government would support a further development programme to achieve 53,000 lb. thrust.

'I shall give the House the details of Government support when the agreement with the company is signed.'

The possibility of fitting the RB211 engine into the Boeing 747 has been discussed over several years. In April last year Rolls-Royce (1971) Ltd. put proposals to the Government for the launch of the RB211-524 in the Boeing 747 on the basis of a proposed order from British Airways. In September 1974 the Government said that their approval and support would be conditional on the company obtaining a second major order for the RB211-524 powered Boeing 747 in addition to British Airways requirements. Thus a second major order would have automatically triggered the full launch of the -524/B747.

No second order had been obtained by the beginning of April. Later that month RR71 sought Government approval for a full launch on the basis of a British Airways order only. Their proposal, which was received in its final form on 16 May, presented revised market estimates, updated costings and the latest appraisal of the engines technical performance.

The Government's approval is conditional on British Airways placing an order for the -524 powered B747 and agreement on the contractual details.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
20 May 1975		
1,260,410	Carrier Corporation	A direct-fired absorption refrigeration system
1,262,255	Carrier Corporation	Absorption refrigeration machine control
1,260,659	Cockerill-Ougree-Providence et Esperance-Longdoz en Abrege Cockerill	Process and apparatus for the production of cold-workable steel
1,281,232	Gert Kracht trading as Credo-Stahlwarenfabrik Gustav Kracht	Apparatus for dispensing liquid from a container
1,343,725	Canoga Controls Corporation	Improvements in or relating to the detection of magnetically permeable material
1,356,621	Agfa-Gevaert Aktiengesellschaft	Apparatus for processing material in strip form
22 May 1975		
1,182,419	Standard Telephones and Cables Ltd.	Method of producing strip from material powder compacts
1,184,493	Standard Telephones and Cables Ltd.	Improvements in the mounting of rotatable members
1,290,309	Standard Telephones and Cables Ltd.	Wire wrapping tools
1,309,736	Standard Telephones and Cables Ltd.	Electrical transmission networks
1,200,403	International Standard Electric Corporation	Mobile radio communication system
1,251,710	Rainbow Valve Company Ltd.	A method of and a device for introducing a soluble additive into a solvent
1,287,951	Rainbow Valve Company Ltd.	Improvements in or relating to peristaltic pumps
1,287,952	Rainbow Valve Company Ltd.	Apparatus for the controlled intermixing of liquids
30 May 1975		
1,058,468	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Improvements in or relating to (2-amino-1-hydroxy-ethyl)-thianaphthenes
1,059,747	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Improvements in or relating to 3-imino-2, 1-benziso-thiazoles
1,076,867	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Improvements in or relating to 2,4-diamino-6-substituted pyrimidines
1,129,718	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Derivatives of 10', 11'-dihydros piro [cyclopropane-1,5'-5', H'-dibenzo (a,d) cycloheptene] and spiro [cyclo-propane-1,9'-fluorene]
1,137,425	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Phenoxyazinyl and acrid anyl aminocyclopropanes
1,147,696	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Cyclopropane derivatives
1,235,409	Smithkline Corporation (formerly known as Smith Kline and French Laboratories)	Improvements in or relating to anticestode hydrazino-quinolises
1,088,845	Coal Industry (Patents) Ltd.	Means for determining the position of a mining machine in a mineral seam
1,108,597	Coal Industry (Patents) Ltd.	Mining machine cutter drums
1,216,334	Coal Industry (Patents) Ltd.	Longwall mineral mining machines including dust extraction apparatus
1,219,159	Coal Industry (Patents) Ltd.	Rotary cutters for mineral mining machines
1,251,597	Southern Pacific Transportation Co.	Bandwith reduction coding technique
1,262,204	The British United Shoe Machinery Co. Ltd.	Improvements in or relating to a method of making shoes
1,289,422	Standard Telephones and Cables Ltd.	Lamp
1,305,700	Standard Telephones and Cables Ltd.	Optical filters
1,334,177	Standard Telephones and Cables Ltd.	Vocoder excitation system
1,341,193	The Shoe and Allied Trades Research Association	Improvements in or relating to shoe making
1,344,637	The Shoe and Allied Trades Research Association	Improvements in shoe making
1,348,776	The Silvaflame Co. Ltd.	Improvements relating to machinery guards
1,360,462	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara RT	Isoflavone derivative
1,373,598	Optograms Inc.	Electro-optical digital position indicators
2 June 1975		
1,093,386	T. Parker and Sons (Turf Management Ltd.) and David George Wiseman	Improvements in line markers
1,165,077	Price Brothers and Co. Ltd.	Convertible pouffe
1,231,717	International Standard Electric Corporation	Telecommunication switching network
1,295,790	International Standard Electric Corporation	Moving coil electro-acoustic transducer
1,270,092	J. Gutkowski	Improvements in or relating to fluid treatment apparatus
1,317,793	Julius Petcu	Apparatus for making multi-colour still or moving ornamental decorative designs, patterns and pictures
1,353,487	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara RT	Improvements in drying
1,375,932	Paul Erich Kettler	Mudguard structure adapted for use in or on a towing vehicle, tractor, construction machine or other heavy duty vehicle
9 June 1975		
1,036,299	Regie Nationale des Usines Renault	A vehicle suspension having a swinging wheel arm
1,073,015	Regie Nationale des Usines Renault	Improvements in or relating to shaft couplings
1,114,821	Regie Nationale des Usines Renault	Improvements relating to Peltier effect air conditioning of automotive vehicles
1,247,387	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in or relating to electrolytes for use in zinc electroplating
1,274,024	Regie Nationale des Usines Renault and Automobiles Peugeot	Improvements in locks
1,259,724	Societe Chimique des Charbonnages	New compositions with a base of formophenolic resins and a method for their preparation
1,268,357	A/S Dumex (Dumex Ltd.)	Polymyxin salts
1,313,919	Standard Telephones and Cables Ltd.	Improvements in or relating to image intensifier
1,322,425	International Standard Electric Corporation	Line scanning arrangement
1,335,751	International Standard Electric Corporation	Miniaturised main distributing frame
1,360,965	Wire Products (Brighouse)	Improvements in or relating to coat hangers

Number	Grantee	Subject-matter
11 June 1975		
1,383,834	Eric Frederick Baxter	Improvements in wholly cast tyres
13 June 1975		
1,055,141	Arthur William Mason	Improvements relating to hair dryers
1,271,535	Blue Cap Frozen Food Services Ltd.	Improvements in packaging for frozen foodstuffs
1,323,671	Richard John Carter	Improvements in or relating to pallets for use with fork-lift trucks
1,353,657	Nehezvegyipari Kutato Intezet	Compositions effective against apple-tree mildew
1,374,548	Liebherr-Werke Ehingen GmbH	Tandem axle suspension
1,381,498	Peglers Ltd.	An improvement in or relating to valves and taps

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Proceedings under Section 36 of the Patents Act 1949

Notice is hereby given that, under Section 36 of the Patents Act 1949, the endorsement 'Licences of Right' upon the undermentioned patent was cancelled on the dates specified.

Number	Grantee	Subject-matter
23 May 1975		
1,113,237	Commissariat a l'Energie Atomique	Improvements in processes for simultaneously purifying and concentrating plutonium solutions
30 May 1975		
1,200,649	Commissariat A L'Energie Atomique	Pumping apparatus for the delivery or extraction of a predetermined volume of fluid
1,215,343	Commissariat A L'Energie Atomique	Improvements in or relating to processes for the preparation of ceramics of materials, in particular of fissionable materials

Patent Office

E. Armitage
Comptroller

AUC warns against hazards of smoking in aircraft

The dangers of smoking in aircraft, in particular in prohibited areas such as toilets, where passengers have been known to throw still smouldering cigarette ends in towel bins, is a matter of some concern to the Airline Users Committee The worst known accident caused by a fire starting in a toilet involved a Varig Boeing 707 near Paris in July 1973 with the loss of 116 lives.

The Committee has received a number of complaints from the public on the subject of smoking in aircraft. Most of these relate to the provision of non-smoking areas in cabins, a matter which the Committee is pursuing with airlines. However, some complaints have displayed a clear safety concern, coupled with suggestions that smoking could be prohibited, and these the Committee has reviewed with the safety divisions of the Authority.

The possibility of a complete ban on smoking does not seem realistic at present – experience of such bans suggests that people with an overwhelming urge to smoke are then liable to do so in toilets where from time to time fires have been started. Smoking in these areas, which are not subject to continual surveillance, is prohibited in aicraft, and the safe procedure for persons wishing to smoke is to do so in the main cabin while sitting in their seats.

The Airline Users Committee considers that safety in this respect can best be achieved by the fullest co-operation of passengers in observing the no-smoking rule when and where it applies.

Three appointments to Air Travel Reserve Fund Agency

Peter Shore, Secretary of State for Trade, has appointed three members of the Air Travel Reserve Fund Agency. They are Mr. A. W. G. Kean, who has been appointed for three years, and Mr. G. G. Carroll, and Mr. G. J. Skelton who have been appointed for two years.

Advance factory for Wrexham

Work will begin very soon on an advance factor of 2,759 m² (29,700 sq. ft.), on the Wrexham Industrial Estate. The Welsh Industrial Estates Corporation expect completion in the spring of next year. It is hoped to attract an industrial tenant who will provide mainly male employment opportunities and so increase the already quite substantial labour force employed by some 20 existing industries currently established on this estate.

Inquiries should be addressed to the Location of Industry Section, Department of Industry Regional Office for Wales, Government Buildings, Gabalfa, Cardiff CF4 4YL.

'Transocean III' report published

Publication of a report prepared by the Department of Energy's Petroleum Production Inspectorate on the loss of the drilling barge *Transocean III* and details of measures to implement its recommendations were announced on 19 June by Tony Benn, Secretary of State for Energy.

The announcement was made in reply to a Parliamentary Question from Mr. Dennis Skinner (Bolsover).

Mr. Benn said: 'The report, prepared by my Department's Petroleum Production Inspectorate, is published today and copies have been placed in the Library.

'The report finds that the loss (in which there were no casualties to personnel) was caused by the failure of rings of wedges to fulfil their purpose of restraining the movement of the vertical colums which supported the barge in the water. Since the effect that movement of the wedges would have upon the structure of the barge was not appreciated by the operators, the manager and barge engineers had not been informed of the need to keep the wedges firmly in position.

'The report makes four recommendations. The first and most important, that Certifying Authorities should be reminded of their obligations to make a critical scrutiny of all design details, is implemented under the provisions of the Offshore Installations (Construction and Survey) Regulations 1974, made on 17 February 1975, which require all offshore installations operating on the UK Continental Shelf on or after 31 August 1975 to have a valid Certificate of Fitness issued by a Certifying Authority appointed by the Secretary of State.

'The second recommendation, that the Operations Manual for each installation contain information on the purpose and operation of every part of the structure on which the integrity of the installation depends, has been implemented under the above Regulations. The Operations Manual is a necessary part of the documentation which has to be submitted to the Certifying Authority as part of an application for a Certificate of Fitness.

'The third recommendation, that all non-essential personnel be taken to safety as soon as an installation suffers serious damage, will be covered by regulations at present in draft.

'The final recommendation, that a course of training for managers of offshore installations leading to mandatory qualifications be devised as soon as possible, has been put to the UK Offshore Operations Association to consider the feasibility of such a course.'

The Report is available from HMSO, price 85p net.

Alan Williams calls for co-operation to help protect consumer

'What will you have?' In some pubs this can mean that it is the customer who will be had, said Alan Williams, Minister of State for Prices and Consumer Protection, in Scarborough on 24 June.

Speaking at the Institute of Trading Standards Conference, Mr. Williams said: 'A recent survey of licensed premises in the West Midlands showed that there was substantial evidence that many public houses were charging above the brewers' recommended prices. I understand that following the publication of the details CAMRA* intend to carry out a survey on somewhat similar lines throughout the country.

The Minister said that his Department had had discussions with the brewers concerning price marking in public houses and the previous day they opened discussions with the National Federation of Licensed Victuallers, the National Association of Licensed House Managers, CAMRA and the London Central Protection Board. 'All those concerned,' said Mr. Williams, 'agreed in principle that they were in favour of price marking and it was decided that they would be meeting again to discuss in greater detail the practicalities of such an operation. Consultations will be held on a broader scale and one of the most important bodies to be consulted will be your own. I feel certain you will have valuable suggestions to make regarding the introduction and practical operation of such a scheme.

'I have previously stated in the House of Commons that I hope to announce further plans before the summer recess and I feel sure that I can rely on your co-operation to assist me with the development of those plans.'

Consumer safety

The Minister also said that he was reviewing the department's present powers in relation to the safety of consumer goods.

Recently, because of a failure to meet standards, a child nearly died – by hanging from an anorak cord that could take six times the recommended weight without snapping when it caught on something. These particular cords did not comply with recommendations issued some time ago by the Government about the maximum breaking-strain of anorak hood-cords – recommendations intended to eliminate the strangulation hazard that such cords could present.

The Minister indicated that he was now urgently considering the need for regulations under the Consumer Protection Act to require children's anoraks to be safe in this respect. Indeed, he was considering the need for new powers to enable immediate action to be taken to ban the sale of any unsafe product found on the market.

Because of the implications such changes might have for a wide range of people, the Minister proposed to issue a consultative document setting out his ideas. In the present absence of any power to require the withdrawal from sale of unsafe goods, the Minister said that it was necessary to rely entirely on the voluntary co-operation of the trade. In the great majority of cases, this was readily forthcoming but there was no guarantee of continuing voluntary compliance with recommendations issued by the Department.

* Campaign for Real Ale.

While touring Scotland under the aegis of the Scottish Information Office, two high-ranking Kenyan Government officials, Mr. J. Gatuiria and Mr. Keriri, took time off to visit Bell's Blair Athol Distillery at Pitlochry. Also in the picture are (left to right) Mr. D. Sawyer (marketing services manager, Bell's), Mr. D. Kay (Scottish Information Office) and Mr. D. Smart (Blair Athol distillery manager).

Metrication – Orders on flour and flour products, dried vegetables, certain cereal breakfast foods and oat products

Proposals contained in three draft Orders laid before Parliament and published on 24 June 1975 will allow prepacked flour and flour products, dried vegetables, certain breakfast cereals and oat products, to be sold by retail in prescribed metric quantities. At present, when prepacked, these products may be sold by retail only in prescribed imperial quantities. Parliament has already approved Orders permitting the sale in prescribed metric quantities of salt, pasta and sugar.

The new metric packs will be about 10 per cent larger than the imperial packs now in use. For example the 3 lb.-bag of flour, which is approximately 1.36 kg., will become 1.5 kg.

All metric packs will be marked in both metric and imperial units and will carry a distinctive marking to identify them as metric packs. Metric packs of breakfast cereals and dried vegetables will be appearing in the shops after 1 November 1975 and 1 April 1976 respectively. Flour will start to go metric on 1 July 1977 and oat products one month later on 1 August 1977.

The Orders covering pasta and salt, approved by Parliament in November 1973, have already come into effect, while the Order on sugar approved last year, comes into effect on 1 October 1975.

In addition to permitting the goods to which they apply to be sold by retail in ranges of imperial quantities, the Orders now before Parliament will permit retail sales in the following metric quantities shown: flour and flour products – 125 g., 250 g, 500 g. and multiples of 500 g. and,

additionally, 375 g. and 750 g. for cornflour; cereal breakfast foods and oat products – 125 g., 250 g., 375 g., 500 g., 750 g., 1 kg., 1.5 kg. and multiples of 1 kg.; dried vegetables – 125 g., 250 g., 375 g., 500 g., 1 kg. and multiples of kg.

The Orders will make an upper limit of 10 kg. to the prescribed quantities provisions. Above this amount prepacked goods may be sold in any quantity. The Order on breakfast cereals does not cover cereals in biscuit form nor cereals in other than flake form. Such cereals are not at present required by the Weights and Measures Act 1963 to be sold in prescribed quantities.

Copies of the draft Orders, entitled the Weights and Measures Act 1963 (Flour and Flour Products), (Cereal Breakfast Foods and Oat Products), (Dried Vegetables) Order 1975, may be obtained from HMSO, or through any booksellers, price 6p each. Trade inquiries about the Orders may be addressed to the Department of Prices and Consumer Protection, Abell House, John Islip Street, London SW1P 4LN (tel. 01-211 4648).

Alternative origin marking requirements for prepacked sliced bacon

The Trade Descriptions Act 1972 requires a conspicuous indication of the country of origin to be given, when imported goods are supplied under a United Kingdom name or mark.

Shirley Williams, Secretary of State for Prices and Consumer Protection, intends to make Directions which will have the effect of permitting prepacked sliced bacon of non-United Kingdom origin to be supplied under a United Kingdom name or mark from 1 January 1976, provided that it is conspicuously marked 'imported' or with the country of origin. The Directions will not apply to canned or bottled bacon.

From 1 January 1976 all other forms of prepacked bacon will need to comply with the requirements of the Act.

Notes

The Secretary of State has power to exempt goods by Statutory Instrument from the requirements of the Act, on either a temporary or a permanent basis, if she is satisfied that the interests of persons to whom the goods are supplied would not be materially impaired and that it is desirable to do so.

Prepacked bacon, whether sliced or unsliced, is temporarily exempted from the requirements of the Act until 31 December 1975. This exemption does not apply to canned or bottled bacon.

An order from France for over 20 tonnes of extruded rubber tread was saved from serious and costly delay when Retreading Equipment Ltd. of Alton, Hants. called in electrical repair engineers Dowding and Mills. This followed the sudden failure of the motor powering the company's Baker Perkins rubber extruder without which the contract could not be fulfilled. The 20 tonnes of extruded rubber were for a tyre retreading company in Lyons. Picture shows Baker Perkins rubber extruder back in service at the Alton works of Retreading Equipment Ltd., less than 48 hours after electrical repair engineers, Dowding and Mills, had been called in to collect the broken-down motor. The repair was carried out at the company's Southampton repair centre, one of nine strategically located throughout the UK.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Rubislaw Investment Trust Ltd., and Consolidated Commercial Co. Ltd.; the acquisition by Solvay et Cie of a 25 per cent shareholding in Laporte Industries Ltd.

New designated safety zone – correction

The Department of Energy has announced that The Continental Shelf (Protection of Installations) (No. 8) Order (see *Trade and Industry*, 20 June, page 668) will take effect on 3 July 1975 and not on 2 July, as stated.

South Eastern Electricity Board appointments

Tony Benn, Secretary of State for Energy, has appointed Dr. P. Lesley Cook, of Kingston Lewes, Sussex, and Major James More-Molyneux, of Guildford, Surrey, to be part-time members of the South Eastern Electricity Board from 1 July 1975 until 31 March 1977.

Technology News

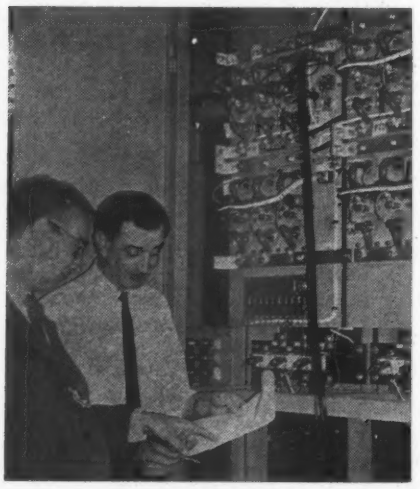
SRC grant for powerful spectrometer

The Science Research Council has awarded a research grant of £125,976 over 3½ years to Dr. R. E. Richards, Dr. D. I. Hoult and Dr. I. D. Campbell, of Oxford University's biochemistry department, for the development and construction of a Fourier transform nuclear magnetic resonance spectrometer to operate at a frequency of 460 MHz – substantially higher than any instrument so far constructed. Such an instrument would open up a new range of experimental possibilities in chemistry and particularly in biochemistry. It would also ensure that the advanced technology involved in the construction of this type of instrument remains in this country, which at present leads the world in the production of superconducting magnets of high homogeneity.

The work to be supported by this SRC grant is closely related to that of the Oxford Enzyme Group and is a sequel to their development of a 270-MHz spectrometer on an SRC award made to them in 1970. This was a pioneering step in the use of high resolution NMR in the study of structure and function of proteins and other macromolecules in solution.

The success achieved working at 270 MHz has demonstrated the advantages of working at still higher fields. The new instrument will be able to study much larger molecules than hitherto, and the increased sensitivity of modern instruments has already opened the way to the study of solutions of low concentration. The technology involved in its development will represent a significant advance towards the very important goal of the direct study of reactions in cells and whole tissues.

A key part of the proposed development is the construction of a superconducting magnet developing a field of 10.5T with a homogeneity of 1 in 109. Very recent advances in the technology of niobium-tin super-conductors have made it a feasible proposition to develop a high resolution magnet with an inner core made of this material. The magnet will be built by Oxford Instruments Ltd. and a special condition of the award is the involvement of the SRC Rutherford Laboratory, which has special expertise in the design and method of manufacture of high field magnets and would especially be involved in the development programme relating to the niobium-tin core.



A pulsed power supply of some 280 kW peak output, producing currents of between 0-400 amperes at up to 700 volts with a three-second repetition rate. The equipment is manufactured by Brentford Electric (part of the GHP Group) who are supplying a total of 180 thyristor rectifier sets to power the focusing and beam-bending magnets to be used in feeding the new 400 GeV Super Proton Synchrontron under construction at the European Nuclear Research Organisation (CERN) near Geneva.

British President for Eurotest

Haydn Webborn, general manager of the Unit Inspection Company, British Steel Corporation, has been elected President of Eurotest, the Brussels-based association of eight European inspection companies involved in the non-destructive testing of steel in the most demanding application, including oil and gas platforms, and nuclear power stations. His term of office will be two years.

Mr. Webborn succeeds M. Phillipe Delmas, the managing director of Centre d'Etudes de Prevention (C.E.P.), one of the largest inspection companies on the Continent. Eurotest was founded in 1962, and on 15 October 1964, was given the status of an international scientific organisation by decree of the King of Belgium. The aims of the association are to promote scientific studies, reliability, safety, and quality parameters for the furtherment of inspection and testing. It is also responsible for the promotion of technical education, and for drawing up and co-ordinating the training and qualification of personnel.

Haydn Webborn's company is well-known in offshore engineering circles, having inspected all the BP jackets for the Forties field, and the ultrasonic testing of the Forties field pipeline and modules, at various yards around the country.

New blue book from Harwell

The second edition of 'Quality Technology Handbook', Harwell's well-known 'Blue Book', has now been published. Much enlarged from the 1973 edition, it offers a comprehensive international guide to quality assurance based on the information service of the Nondestructive Testing Centre at Harwell. The Centre, established in 1967, exists to promote the wider use of NDT techniques throughout industry and has consistently been in the forefront of the development and evaluation of new NDT technology. The investigative techniques open to the quality assurance engineer have been extended well beyond X-radiography and pulse-echo ultrasonics and now include neutron and proton radiography, acoustic techniques, eddy currents, ultrasonic holography and infra-red monitoring.

As well as providing a comprehensive directory of over 600 research organisations, consultants, learned societies, manufacturers and suppliers of services and equipment in the UK, the Quality Technology Handbook gives similar information for over 400 Western European and international organisations. British, overseas and international NDT standards, codes and directives are covered, as are safety, legislation, training and certification. The technical section gives a unique, handy reference to NDT techniques, and the Handbook also contains a selective bibliography from the mass of published literature on NDT and quality control.

Copies of the Quality Technology Handbook (cost – £14) can be obtained from the publishers, IPC Science and Technology Press Ltd., IPC House, 32 High Street, Guildford, Surrey GU1 3EW. Inquiries to: R. S. Sharpe, Nondestructive Testing Centre, Harwell, Oxfordshire OX11 0RA.

NEL conference on energy utilisation

The National Engineering Laboratory's conference on energy utilisation and conservation is still taking place as scheduled, despite the fact that the energy utilisation and conservation exhibition (EUCON) has now been postponed.

The NEL conference will be held from 2-4 September at the National Engineering Laboratory, Glasgow. A provisional programme is now available from the Conference Organiser, The National Engineering Laboratory, East Kilbride, Glasgow G75 OQU, Scotland.

Brintex Exhibitions, the organisers of the exhibition, have said that although EUCON '75 was widely welcomed by Government, industry and all concerned with the event, many companies were reluctant to finalise arrangements, because of current economic uncertainties.

A further statement on plans for the event will be issued as soon as possible.

Parliament

Monday, 16 June

EEC and consumer protection

Mr. Mike Thomas (Newcastle upon Tyne East) asked the Secretary of State for Prices and Consumer Protection for a statement on the referendum result as it affects the work of her Department.

Mrs. Williams said: 'Since I took office I have made numerous representations in the consumer interest on European Community matters, notably in relation to agricultural, competition and consumer protection policy. I shall continue to pursue these questions and I am happy to say that the Commissioner in charge of Consumer Affairs will be coming here to see me shortly.'

Advertising and packaging

Mr. Gwilym Roberts (Cannock) asked if a study has been made of the amount spent on advertising and packaging goods, and their respective contribution to prices; and if steps would be taken to reduce advertising and packaging expenditures.

'Estimated expenditure on media advertising was £870 million in 1973,' said Mrs. Williams. 'A Government sponsored study of the economics of advertising will be published later this year. Expenditure on packaging is estimated at £1,700 million for 1974. The Waste Management Advisory Council, set up by the Government is studying the possibility of eliminating excess packaging.'

Industrial investment

Mr. Kenneth Lewis (Rutland and Stamford) asked if the Secretary of State for Prices and Consumer Protection would discuss with the CBI the effect of the Price Code on industrial investment.

'I do not think this necessary,' said Mrs. Williams, 'since the CBI have given me their views on the Code on several occasions, most recently before I extended the investment relief last month, and I do not have it in mind to amend these provisions further for the time being.'

Consumer Advice Centres

Mr. Bob Cryer (Keighley) asked the Secretary of State for Prices and Consumer Protection: 'If she is satisfied with the number of consumer advice centres currently available?'

Mrs. Williams answered: 'In June 1974 there were about 35 consumer advice centres; now there are about 60, including mobile units. In addition, there are 670 Citizens' Advice Bureaux, an increase of 45, most of which now deal with consumer problems.

'I would like to see this development go further when the economic situation permits. But at present the Government considers that the enforcement of consumer protection legislation, much of it new, including the Consumer Credit Act, must, within the constraints on local authorities' spending, have priority over new developments in consumer advice.'

Metrication

Mr. Teddy Taylor (Glasgow, Cathcart) inquired about the protection of consumers during the changeover to metric quantities and weights in household shopping.

'The best protection for the consumer is information and advice,' replied Mr. Williams. 'This is already provided by the Metrication Board who will continue to familiarise the public with changes as they take place. Local Authorities' Trading Standards Officers and Advice Centres also do much good work in this respect. For my part I shall be introducing regulations to require dual marking for most prepacked products and am prepared to consider the wider use of my powers to require unit pricing where this would help.'

Price Commission

Mr. Ian Stewart (Hitchin) asked for a statement on the latest report of the Price Commission.

Mrs. Williams said: 'The report deals with many topics, including movements in labour costs and material costs. The report says that prices were still being affected by the increase in oil prices, but once this worked its way through, rising prices would be largely due to rising labour costs.'

Mr. Michael Neubert (Havering, Romford) wanted to know the latest annual rate of inflation according to the Price Commission Index.

'In the 12 months to February 1975 the Price Commission's Index rose by 19.6 per cent,' said Mrs. Williams. 'This Index was published in the most recent Quarterly Report.'

Questions were asked by Mr. Robert Adley (Christchurch and Lymington), Mr. Giles Shaw (Pudsey) and Sir George Young (Ealing, Acton) on the Retail Price Index.

Mrs. Williams answered that the Retail Price Index had risen 25 per cent over the last 12 months to May 1975 and 32.3 per cent since February 1974. The change over the last three months grossed-up to an annual rate is 53.1 per cent but the figures are distorted by the measures which the Government has had to take for the reasons the Chancellor gave in his Budget Statement.

Food prices

Mr. Peter Hardy (Rother Valley) asked for details of the value of food subsidies to the average family in Great Britain for each week; and the value for each person, during the last 12 months.

Mrs. Williams answered: 'The latest estimate of the value of food subsidies to a typical family of two adults and two children is about 75p per week. During the last 12 months the estimated average value per person has varied between 15p and 23p per week.'

Mr. John Wakeham (Maldon) and Mr. W. W. Hamilton (Central Fife) asked for a further statement on the proposed phasing out of food subsidies.

Mr. Williams answered: 'We have not decided the adjustments to be made in particular subsidies in 1976-77. The position will be considered nearer the time in the light of developing economic conditions and the expected price movements for the various subsidised foods.'

Mr. John Cartwright (Greenwich, Woolwich East) asked for a statement about the results of the voluntary agreement with retailers and manufacturers to restrain the prices of certain essential household items.

Mr. Williams answered that the voluntary agreement covers two lists of goods: one of items which retailers keep on continuous offer, and the other of items on which manufacturers concentrate their promotional price-cuts. The combined price of the retailers' items increased by 19.6 per cent between May 1974 and April 1975, and that of the

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Lord Beswick
Gregor MacKenzie
Parliamentary Under-Secretary of State: Gerald Kaufman

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

manufacturers' items by 22.4 per cent: together they rose by 20.1 per cent. In the same period the Retail Food Index rose by 25.1 per cent, and the index for manufactured foods by 34.6 per cent.

Mr. J. W. Rooker (Birmingham, Perry Barr) asked if the Secretary of State for Prices and Consumer Protection would amend the Price Code so as to exclude the weighting of price increases in diabetic products with costs not related to their manufacture.

Mr. Williams answered: 'My Rt. Hon. Friend told the House on 17 April that she had asked the Price Commission to look into the price of diabetic foods. It will be decided whether there is need for any action when we have seen the Commission's report.'

Food Manufacturers' Charter

Mr. Robert Banks (Harrogate) inquired about the Government's policy towards the proposals in the Food Manufacturers' Charter.

'The trade have agreed that there should be such a charter,' said Mrs. Williams. 'I am discussing this question with them at the present time.'

Garage trade code of practice

Mr. Ioan Evans (Aberdare) asked the Secretary of State for Prices and Consumer Protection, what report she has received from the Office of Fair Trading regarding the discussion it is having with garages on a code of practice.

Mr. Williams told him that the Office of Fair Trading announced on 27 May that their discussions with the motor trade had led to the adoption by the Scottish Motor Trade Association of a code of practice in respect of used cars. 'It is hoped the rest of the UK trade associations will follow the Scottish example,' he added.

Exclusion clauses

Mr. Grenville Janner (Leicester West) asked if the Secretary of State for Prices and Consumer Protection would introduce legislation to ban exclusion clauses in contracts of car parking businesses.

Mr. Williams answered: 'This is one of the problems on which the Law Commission's recommendations are awaited. As soon as the Commission's report is received we shall consider urgently what needs to be done.'

Steel industry

Mr. Woof asked to what extent the BSC would benefit from planned large growth of steel sales into the EEC; what extent British manufacturers would gain by taking a larger proportion of their steel requirements from the EEC; and whether the UK's membership of the EEC would lead to greater market stability for the BSC.

Mr. Kaufman said: 'UK membership of the ECSC gives the BSC access to the whole Community steel market, on equal terms with other European steelmakers, which will assist the Corporation to achieve the planned increases in exports and total sales on which their development strategy is based. British steel-making industries will also have the benefits of better access to all sources of steel supply in the Community.

'The ECSC pricing rules play an important part in helping to stabilise the market during periods of low demand as at present, by seeking to prevent imports at unrealistically low prices and maintaining fair competition throughout the Community.'

Mr. T. H. H. Skeet (Bedford) asked whether the Government propose to go ahead with the investment programme laid down in the White Paper on Steel, Command Paper No. 5226, relating to Redcar on Teesside or to deploy the investment funds elsewhere.

Mr. Kaufman answered that, under agreed procedures, the Department of Industry receives full details of the Corporation's major capital investment projects within the 10-year Development Strategy, to enable the Secretary of State to express a view on them before approval by the Corporation. Mr. Kaufman continued: 'Last September we accepted the Redcar IIB scheme, which is intended to increase steel-making capacity on Teesside to 5 million tonnes per annum; this is now being implemented. I understand that the Corporation is now preparing further plans for developments on Teesside but the Department has not so far received any specific proposals for consideration.'

Mr. Skeet asked when the Secretary of State for Industry proposes to equip Hartlepool Steel Mills or other locations to produce large-diameter pipe of the size and specifications required to meet North Sea requirements; and what investment would be required to enter this specific market.

'BSC has embarked on expenditure of £33 million on the development of pipemaking facitilities for the North Sea, of which £10 million is being spent on enhancing the 20 in. pipe mill at Hartlepool,' said Mr. Kaufman. 'I understand that the Corporation is also examining a proposal to enhance the 44 in. pipe mill at Hartlepool, to enable it to produce undersea pipe for the North Sea.'

Alfred Herbert Ltd.

Mr. Maurice Edelman (Coventry North-West) inquired about the Government's intentions relating to its future financial interest in Alfred Herbert Ltd.

'Consideration of the future of this company is well advanced,' said Mr. MacKenzie. 'We will bring our proposals for the company before the House as soon as we are ready. We have meanwhile increased the level of the Government's guarantee in respect of the company's bank overdraft from £4 million to £5 million.'

Advance factories

Mr. Sydney Irving (Dartford) asked about the number of advance factories approved in development areas since the new programmes were announced on 2 July and 11 September last year.

'A total of 59 for the Assisted Areas were announced in November 1974 and February 1975,' said Mr. MacKenzie. 'A further six factories to meet the special needs of the Ebbw Vale area were announced on 7 May by the Secretary of State for Wales who also announced then seven more factories which form part of a further programme for the assisted areas as a whole which we hope to announce shortly.'

British Ship Research Association

Mr. Ted Fletcher (Darlington) asked the Secretary of State for Industry to make a statement on the future of the British Ship Research Association, Wallsend on Tyne, which is funded by his Department and individual shipbuilding companies, following the nationalisation of the shipbuilding industry.

Mr. Kaufman replied: 'It is expected that BSRA will continue to play a primary role in research and development in the shipbuilding industry. BSRA's future relationship with British shipbuilders following nationalisation will be a matter for discussion between the RA and the Organising Committee to be set up after the second reading of the Aircraft and Shipbuilding Industries Bill.'

Dumping of ships

Mr. John Watkinson (West Gloucestershire) asked what steps could be taken by the Secretary of State for Trade to prevent the dumping of ships on the international market, and what evidence he has of foreign nations, in particular Japan, dumping ships on the international market.

'My Department has no evidence that ships are being dumped by Japanese or other shipbuilders,' Mr. Deakins answered. 'If the British industry were to submit evidence that ships were being dumped into the UK and that this dumping was causing or threatening material injury to them, we should be prepared to consider action under the Customs Duties (Dumping and Subsidies) Act 1969. But the ships sales market is primarily international and the Secretary of State has no powers to take action where goods are being dumped outside the UK.'

Ugandan life assurance policies

Mrs. Helene Hayman (Welwyn and Hatfield) asked the Secretary of State for Trade, what representations he has received regarding life assurance policy holders from Uganda now living in the UK; and what discussions he has had with the Life Offices Association regarding possible ex gratia payments being made in cases of hardships.

Mr. Shore replied: 'These policies are expressed in Ugandan currency and premiums and benefits are payable there. The policies are backed by the insurers' assets which had to be held in Uganda and are now frozen there. The policyholders in the UK wish to pay premiums and receive benefits here. The insurers are unable to do this but have offered to convert the Ugandan policies into fully paid up policies payable in Uganda and to issue new policies in the UK on favourable conditions related to the original premium rate. I understand that most of the policyholders who have approached their insurers have accepted this.'

Policy Holders Protection Bill

Mr. Michael Shersby (Hillingdon, Uxbridge) asked the Secretary of State for Trade, what representations he has received from the Association of Scientific, Technical and Managerial Staffs (ASTMS) with regard to the provisions of the Policy Holders Protection Bill.

Mr. Deakins answered: 'The Association has made various criticisms of the Bill and, in particular, have advocated stricter supervision as the best means of protecting policyholders. We are already making steady progress in this direction. For example, regu-

lations requiring approval of proposed new controllers were made last week. The Policyholders Protection Bill is not an alternative to closer supervision but is complementary to it.'

ECGD guarantees for pre-shipment finance

Mr. Tim Renton (Mid-Sussex) referred to the Chancellor's Budget statement of 15 April and asked if the ECGD is now providing facilities to guarantee loans for pre-shipment finance; and what is the scale of these facilities.

'An outline facility has been drawn up,' replied Mr. Deakins. 'Discussions on this are being actively pursued with the banks but there are problems which have still to be resolved. When the scheme has been finalised, an announcement will be made. The timing of this will to a large extent depend on the banks, but I hope it will be in the near future. Meanwhile ECGD will consider particular cases where both the exporter and his banker wish to bring them forward.'

Shipping and aviation industries

Mr. Ian Lloyd (Havant and Waterloo) asked for an estimate of the net contribution to the balance of payments for the most recent year for which full figures are available of British vessels trading entirely overseas between foreign ports, and British aircraft between foreign airports.

'The information requested is not available,' said Mr. Deakins. 'However, the gross earnings from "cross trades" of British owned and operated vessels engaged partly or entirely in carrying cargo and passengers between foreign ports were approximately £630 million in 1973. The corresponding earnings of British owned and operated aircraft are estimated to have been £115 million.'

Anglo-Soviet trade

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked the Secretary of State for Trade, if he is satisfied with the progress of Anglo-Soviet trade since the Prime Minister's statement to the House on 18 February following his visit to the USSR.

Mr. Shore said: 'Yes, I look forward to a substantial improvement this year in our trade with the Soviet Union, and to continued trade expansion thereafter.'

Professional firms

Mr. Michael Latham (Melton) asked the Secretary of State for Trade, what specific advice his department is able to give to persons involved in professional firms such as barristers, solicitors and chartered surveyors about how best to set up practices abroad in (a) the EEC and (b) other countries outside the EEC; and to whom queries on this matter should be addressed, and what similar specific advice his department is able to give to architects, quantity surveyors and other professionals in the construction industry.

Mr. Deakins answered: 'British Overseas Trade Board advice and assistance for professional firms about setting up practices abroad is tailored to the circumstances of the individual firm and takes account of widely differing overseas market conditions. Queries should be addressed to the Invisibles Section of General Export Services Branch at Export House.'

Mr. Latham also asked about written information advising persons seeking to set up professional practices in (a) the EEC and (b) other countries outside the EEC.

Mr. Deakins replied: 'Information published by my Department and by the British Overseas Trade Board relevant to the needs of those seeking to set up professional practices overseas include the following:

Title	Publisher	Date of publication
EEC publications:		
Destination Europe	BOTB	Mar. 1973
EEC Your Questions Answered	Dept. of Trade	Nov. 1974
Britain and the EEC	Dept. of Trade	Sept. 1972
Other publications:		
Export Handbook	BOTB	1974
Exporting Know-how	BOTB	1974

'In addition, my Department publishes guidance for exporters (including members of the professions) in its weekly journal *Trade and Industry*. Other BOTB publications about individual overseas markets are also available on request.'

Footwear

Mr. Michael Morris (Northampton South) asked if the Secretary of State for Trade would now take action against the dumping in the UK of cheap footwear from Comecon countries.

Mr. Deakins answered: 'My Department is always ready to consider action under the Customs Duties (Dumping and Subsidies) Act 1969 provided that the evidence necessary to support an application is submitted. No application has been received in respect of footwear from Comecon countries since 1973, when the anti-dumping application was put into abeyance with the agreement of the industry.'

North Sea oil rigs

Mr. Tom Normanton (Cheadle) asked how many oil rigs for the North Sea are currently under construction in the United Kingdom, and where.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, told him that 10 oil production platforms are currently under construction in the UK as follows:

Constructor and site	No. being built
Steel platforms	
Highland Fabricators, Nigg Bay	2
McDermott Scotland Ltd., Ardersier	2
RDL (North Sea) Ltd., Methil	1
John Laing Construction Ltd., Graythorp	2
Concrete platforms	
McAlpine, Ardyne Point	2
Howard Doris, Kishorn	1
Total	10

'What is the annual capacity of the United Kingdom for manufacturing North Sea oil rigs?' asked Mr. Normanton.

'Six contractors are currently engaged in the production of 10 platforms,' replied Mr. Smith. 'In addition, one concrete platform site is being developed at Portavadie and four other sites have planning permission.'

Mr. Geoffrey Rippon (Hexham) asked for a list of the powers of the European Community which would enable them to influence Her Majesty's Government in the protection of British oil interests in the North Sea.

Mr. Smith said: 'There are no direct Community powers over British oil interests in the North Sea, but the Government's policies must take into account the Articles of the Treaty dealing with freedom of circulation and establishment.'

Tuesday, 17 June

Textile and footwear imports

Mr. Mike Noble (Rossendale) inquired about steps being taken to strengthen anti-dumping measures and to speed up their application, particularly in respect of textile and footwear imports.

Mr. Shore said: 'Action against dumped or subsidised imports into the UK is governed by the detailed provisions of the Customs Duties (Dumping and Subsidies) Act 1969 and of the GATT Code. These powers are designed to deal with any cases of dumping and conform to our international agreements. I am ready to consider any application from industry, and as quickly as possible for anti-dumping action where it is supported by prima facie evidence of dumping and of material injury or the threat of it.'

Multi-fibre arrangement

Mr. Ben Ford (Bradford North) inquired about progress in the negotiations of bilateral agreements under the multi-fibre arrangement.

'An agreement with India has been initialled,' said Mr. Deakins. 'Negotiations with South Korea, Hong Kong and Pakistan are still continuing. Agreement has been reached in Brussels on mandates for negotiation with Brazil, Macao, Malaysia, Singapore, Colombia and Mexico; and work is well advanced on mandates for negotiation with Japan and Yugoslavia. Work on corresponding arrangements for imports from Taiwan is nearing completion.'

Civil aviation policy

Mr. Neville Trotter (Tynemouth) asked the Secretary of State for Trade, which Departments are represented on the steering group set up by his department to review civil aviation policy; when he expects to receive the report of the steering group; and when he expects to be able to publish its findings.

Mr. Shore said that the Civil Aviation policy review had been carried out by officials of the Department of Trade in consultation with the Civil Aviation Authority. 'The review has been completed and I have received the report which I am now studying,' said Mr. Shore. 'I expect to make a statement of my conclusions to the House in due course.'

Tricentrol North Sea Ltd.

Mr. Ioan Evans (Aberdare) asked the Secretary of State for Energy about progress with finance for Tricentrol's share of the development cost of the Thistle Field since the announcement on 30 April of the Government's willingness, on certain conditions to guarantee Tricentrol's borrowings for this purpose.

Mr. Anthony Wedgwood Benn, Secretary of State for Energy, said: 'Tricentrol North Sea Ltd. have explained to my Department that they would need bridging finance until such time as longer-term finance for their share of the development cost of the Thistle Field could be made available and guaranteed by the Government, as set out in my predecessor's answer to the Hon. Member

for West Stirlingshire on 30 April (Official Report, Vol. 891, No. 115, Cols. 147-48). Accordingly, on 11 June I gave an interim guarantee for bridging finance of £3 million for the development cost of Tricentrol's share of the Thistle Field, pending the raising of longer-term finance for this purpose. The period of the guarantee is 12 months. In consideration for this interim guarantee, the computation of the Government's special guarantee royalty, to which reference was made in the Answer referred to above, began from 11 June, and the minimum royalty of 5 per cent of the well head value of Tricentrol's share of production from the Thistle Field has been earned. The sum for which the interim guarantee has been given is part of my maximum liability of £38.3 million referred to in my predecessor's Answer.'

Energy saving

Mrs. Winifred Ewing (Moray and Nairn) asked the Secretary of State for Energy, what representations he has received regarding energy saving; from whom; and what replies he has sent.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'There has been an encouraging and widespread response to the Government's energy conservation campaign. My Department has received many representations on energy saving from a wide variety of sources, including individual members of the public and commercial and professional organisations. Though there are inevitable exceptions, there is, in general, acceptance of the need for energy saving and of the ways in which the Government is achieving it. All of these representations have been carefully considered. The replies sent have depended on the nature of the representations; and a number of helpful suggestions have now been incorporated into publicity material.'

OECD industrial production

Mr. David Knox (Leek) asked for a table showing for each member state of the OECD the percentage increase or decrease in industrial production in each of the past 10 years.

Mr. Kaufman gave information as follows:

PERCENTAGE INCREASE (OR DECREASE) IN INDUSTRIAL PRODUCTION FOR THE OECD COUNTRIES

	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974
Canada	8.2	6.7	3.1	6.9	5.7	2.7	6.0	6.6	8.8	2.4
USA	9.3	9.4	2.3	5.3	5.1	−4.1	Nil	8.0	9.3	−0.8
Japan	3.4	13.3	19.1	17.3	16.8	16.2	3.0	6.8	17.3	−2.3
Austria	3.7	4.5	0.9	6.8	11.9	8.5	6.0	8.5	4.3	5.0
Belgium	1.9	1.8	1.8	5.3	10.1	3.1	3.0	5.8	6.4	4.3
Finland	6.5	5.3	3.3	5.6	13.7	10.1	2.0	11.8	6.1	1.7
France	1.9	7.3	2.5	4.1	12.7	5.6	4.0	7.7	7.1	3.3
Germany, FR	5.6	1.8	−1.7	11.4	13.4	6.3	2.0	3.9	6.6	−0.9
Greece	9.0	15.7	4.3	8.2	12.0	10.2	11.0	13.5	15.9	−2.1
Ireland	3.7	5.4	7.6	11.8	7.7	2.6	4.0	4.8	10.1	..
Italy	5.0	11.3	8.5	6.3	3.7	6.4	Nil	4.0	9.6	4.4
Luxembourg	0.9	−3.6	Nil	5.7	13.4	Nil	−1.0	4.0	11.7	3.5
Netherlands	5.5	6.0	4.1	11.7	11.9	10.0	6.0	4.7	6.3	2.5
Norway	5.5	5.2	4.1	4.8	5.3	4.3	4.0	4.8	5.5	3.5
Portugal	6.3	6.7	5.5	10.4	10.1	10.4	−7.0	21.5	−0.9	..
Spain	14.4	15.0	5.5	7.8	15.1	10.5	3.0	15.5	15.1	9.5
Sweden	8.3	3.4	2.5	5.6	6.8	6.4	1.0	3.0	6.7	6.3
Switzerland	3.8	3.7	3.6	4.3	9.9	8.3	2.0	2.0	5.8	0.9
UK	2.8	1.8	Nil	5.3	3.4	1.6	Nil	2.0	7.8	−1.8
Denmark	6.2	1.7	3.3	3.6	12.0	3.1	2.6	8.5	1.3	..
Australia	8.4	1.7	5.9	5.6	7.9	4.2	4.0	1.0	10.5	2.6

Sources:
OECD Industrial Production Historical Statistics 1955-71.
OECD Industrial Production Quarterly Supplement to ME1 1975-71
For Denmark: IMF International Financial Statistics includes manufacturing and mining only.
For Australia: IMF International Financial Statistics includes manufacturing and electricity and gas only.
.. Not yet available.
Figures for Turkey, Iceland and New Zealand are not available from international sources.

Non-EEC investment in UK

Mr. Dafydd Thomas (Merioneth) asked for information on the value of direct investment by non-EEC countries in the United Kingdom for each of the last four years; the industrial sectors in which this investment took place, in each year; and the value of the investment in each sector.

Mr. Deakins gave the following information relating to the years 1970 to 1973:

NET DIRECT INVESTMENT(1) IN THE UK BY NON-EEC(2) COUNTRIES £ million

	1970	1971	1972	1973
Food, drink and tobacco	11.4	43.5	35.3	69.8
Chemical and allied industries	29.9	53.6	43.1	44.4
Metal manufacture	21.6	21.0	−28.3	7.6
Mechanical engineering and instrument engineering	91.5	50.4	17.0	117.5
Electrical engineering	30.9	65.1	51.8	54.2
Motor vehicle manufacture	11.5	45.8	32.1	47.1
Textiles, leather, clothing and footwear	4.7	2.5	2.3	−6.7
Paper, printing and publishing	5.9	15.0	4.4	26.6
Rubber	5.4	4.7	12.8	1.3
Other manufacture	23.2	13.4	24.2	31.4
Distribution	29.7	29.1	51.2	81.7
Other activities	37.6	66.0	100.7	101.6
Total	303.4(3)	409.9(3)	346.5(3)	576.6(3)

(1) Excluding oil and insurance.
(2) 'EEC' means the original six Member States in 1970, 1971 and 1972, the other eight Member States in 1973.
(3) Components do not necessarily add to totals because each figure has been rounded independently.

Perambulator accidents

Mr. Gwilym Roberts (Cannock) asked how many accidents have been reported in recent years involving perambulators and pushchairs.

'No national statistics relating to such accidents are available,' said Mr. Williams. 'But we estimate from information obtained from the recent feasibility study of the collection of data on home accidents that there are about 1,500 each year, in and around the home. Regulations prescribing safety requirements for perambulators and pushchairs are being prepared and, as I stated in reply to a question by my Hon. Friend, the Member for Haringey, Wood Green, on 23 May, a first draft will shortly be circulated to interested bodies for comment.'

International postal rates

Mr. Tom Litterick (Birmingham, Selly Oak) asked for a list of trans-national commercial postage rates currently being charged by each of the postal authorities in the Member States of the EEC; and for a statement on the effect of these differentials on British firms involved in large scale commercial mailing within the EEC.

Mr. MacKenzie gave the following information:

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

INTERNATIONAL POSTAL RATES FOR LETTERS (at the first weight step, which covers approximately 90 per cent of British letters posted to Europe) IN THE EEC (rates of exchange as at 10 June 1975)

	Belgium	Denmark	France	Germany (FR)	Irish Republic	Italy	Luxembourg	Netherlands	United Kingdom
	p	p	p	p	p	p	p	p	p
Belgium	—	12.3	8.0	8.0	12.3	8.0	8.0	8.0	12.3
Denmark	10.3	—	10.3	10.3	10.3	10.3	10.3	10.3	10.3
France	8.6	12.8	—	8.6	12.8	8.6	8.6	8.6	12.8
Germany (FR)	9.2	12.9	9.2	—	12.9	9.2	9.2	9.2	12.9
Irish Republic	9.0	9.0	9.0	9.0	—	9.0	9.0	9.0	7.0
Italy	6.9	10.4	6.9	6.9	10.4	—	6.9	6.9	10.4
Luxembourg	4.9	9.9	4.9	4.9	9.9	4.9	—	4.9	9.9
Netherlands	9.0	10.8	9.0	9.0	10.8	9.0	9.0	—	10.8
United Kingdom	8.0	8.0	8.0	8.0	7.0	8.0	8.0	8.0	—

INTERNATIONAL PRINTED PAPERS POSTAL RATES IN THE EEC (rates of exchange as at 10 June 1975)

	United Kingdom									
Printed papers	Present (17.3.75)	Proposed (5.1.76)	Belgium* (15.12.74)	Denmark (1.4.75)	France (16.9.74)	Germany (FR) (1.7.74)	Irish Republic (1.10.74)	Italy (25.3.75)	Luxembourg* (1.3.73)	Netherlands* (1.9.74)
	p	p	p	p	p	p	p	p	p	p
20g.	5.0	6.0	6.2	5.5	7.5	5.5	5.0	—	4.9	5.4
50	7.0	8.0	8.6	7.8	9.7	9.2	6.0	3.5	6.2	7.2
100	8.5	10.0	9.9	7.8	12.9	11.0	8.0	4.5	7.4	9.0
250	11.0	16.0	12.3	12.7	24.8	12.9	11.0	6.9	12.3	12.5
500	19.0	28.0	22.2	22.2	33.4	22.1	18.0	12.1	22.2	22.4
1,000	32.0	48.0	38.2	37.2	53.8	38.6	30.0	20.7	37.0	37.6
2,000	54.0	80.0	64.1	63.3	75.3	62.5	50.0	34.5	61.7	62.7
Reduced rates										
20g	4.0	5.0	3.7	3.2	3.8	—	—	na	2.5	2.7
50	5.0	6.0	4.9	4.8	4.8	5.5	4.0	na	3.1	3.8
100	6.0	7.0	6.2	4.8	6.5	5.5	5.0	na	3.7	4.5
250	8.5	11.0	8.6	7.8	12.4	7.4	7.0	na	6.2	6.3
500	15.0	20.0	12.3	13.5	16.7	11.0	12.0	na	11.1	11.2
1,000	27.0	35.0	22.2	22.2	26.9	20.3	22.0	na	18.5	18.8
2,000	48.0	65.0	37.0	38.0	37.7	31.3	40.0	na	30.8	31.4

* It is understood that the Benelux countries apply, reciprocally, lower rates than those given in the table.
The Post Office states that it has no evidence that these differences, even where they are adverse, are impeding the efforts of British exporters.

Wednesday, 18 June

EEC grants and loans to Merseyside and Kirkby

Mr. Robert Kilroy-Silk (Ormskirk) asked what grants and loans have been given to industry (a) on Merseyside and (b) in Kirkby by the EEC since the date of Great Britain's membership and which firms on Merseyside have been the recipients of these grants and loans.

Mr. MacKenzie answered: 'The European Investment Bank has made a loan of £220,000 to a company in Liverpool. The ECSC have made a reconversion loan of £5.1 million under Article 56 of the Treaty of Paris to British Leyland for its development at Speke. FEOGA grants have been made to a dairy and to a meat processing factory in Liverpool. It is not the practice to publish the amounts of individual FEOGA grants. No EIB or ECSC reconversion loans or FEOGA grants have been made to any firm in Kirkby. Figures for ECSC loans and grants other than reconversion loans and for grants from the European Social Fund are not available on a regional basis.'

Mr. Kilroy-Silk then asked for details of those grants and loans currently being considered by the EEC to help industry on Merseyside; and about further steps being taken: 'to ensure that the region gets at least its fair share of the EEC resources for aid to industry and workers.'

'I understand that one application from a company on Merseyside is currently under consideration by the European Investment Bank,' said Mr. MacKenzie. 'I hope that companies in Merseyside will take full advantage of the financial facilities available to industry from the EEC.'

Mr. Kilroy-Silk also asked if the Secretary of State for Industry is satisfied that Merseyside has received sufficient help for its industry and its workers from EEC sources.

Mr. MacKenzie answered: 'It is for industry to apply for the financial facilities available to industry from EEC sources. I hope that the number of applications will increase.'

Anglo-French production of civil aircraft

Mr. Frank Hooley (Sheffield, Heeley) asked: 'What response Her Majesty's Government proposes to make to the suggestion by the French Government that European countries should combine their resources in the production of civil aircraft?'

Mr. Kaufman answered: 'No specific proposal has been put to HM Government, but collaboration in development and production of aircraft is not of course a new idea in Europe. There are numerous practical examples, including Anglo-French aircraft and aeroengines. Wherever projects can be shared in a mutually advantageous way between European countries that is obviously more sensible than for them to produce competing aircraft, etc., for the same limited markets.'

Arbitration Act 1975

'On what date does the Secretary of State for Trade expect the Arbitration Act 1975 to come into force?' asked Mr. Alastair Goodlad (Northwich).

'The necessary action to bring into force the Arbitration Act 1975 is proceeding,' answered Mr. Shore. 'It is difficult at this stage to give a precise date, but bearing in mind the 90 days which must elapse after deposit of the UK's Instrument of Accession to the New York Convention, I expect the Act to come into force before the end of the year.'

Commodity stabilisation schemes

Mr. Tim Renton (Mid-Sussex) asked if the Secretary of State for Trade is investigating the feasibility of commodity stabilisation schemes.

'Yes,' said Mr. Shore. 'Officials are currently studying the question in the context of on-going work in the EEC and the OECD.'

Thursday, 19 June

Trade with Denmark

Mr. Donald Stewart (Western Isles) asked for a statement on the balance of trade with Denmark over the last five years.

Mr. Shore said: 'The crude balances of trade with Denmark, that is, the differences between exports fob and imports cif, for the years 1970 to 1974, were:

£ million

1970	1971	1972	1973	1974
−55	−70	−110	−149	−150

'The increase in the deficit over this period mainly stems from a rise in the value of imports of meat and meat preparations resulting from higher prices. In 1974 there was a rise in our exports because of higher prices for exports of petroleum and petroleum products.'

Aircraft noise

Mr. John H. Cordle (Bournemouth East) asked for action to be taken to ensure that pilot-training aircraft do not carry out continuous circuiting procedures over residential areas in the vicinity of any airport.

'I recognise that training flights cause annoyance but they are essential to maintain safety standards,' said Mr. Shore. 'They are spread over a number of airports but although the airport authorities regulate them so as to limit disturbance it is not possible, in many cases, to avoid circuits over residential areas. At most airports with a significant amount of

traffic there are standing arrangements for consultation with local interests on noise matters, including the handling of training flights.'

Hurn Airport

Mr. John H. Cordle (Bournemouth East) inquired about present policy concerning the future development of Hurn Airport.

Mr. Shore said: 'Officials are considering how future London area air traffic might be handled and I have asked for special consideration to be given to the role of airports outside the London area. This work will take account of advice from the Civil Aviation Authority and will provide the basis for consultations with local authorities and others concerned with airport development. Government policy towards Hurn Airport will be considered in the light of these consultations.'

EEC and steel industry

Mr. Frank Hooley (Sheffield, Heeley) inquired about the effect on employment and short-time working in the British Steel Corporation of the demand by the EEC that BSC cut production by 4 per cent, in the next four months compared with the same period in 1974.

Mr. Kaufman replied: 'The EEC Commission's forecasts of steel production for June-September 1975 impose no obligation on producers in Member States to restrict their output. BSC will continue to plan production on the basis of its own expectations of steel demand.'

Mr. Dafydd Thomas (Merioneth) asked what were the total tonnages of (a) all types of steel (b) plates (c) light rolled products (d) sheets (coated and uncoated) and (e) tinplate, respectively, imported into the United Kingdom from the other member countries of the EEC, respectively, during each of the last four years; and what is the present level of these imports and exports, respectively, in each month of 1975 to date.

Mr. Shore gave the following information in respect of the 'Eight':

Thousand tonnes

	1971	1972	1973	1974	Jan. 1975	Feb. 1975	Mar. 1975	Apr. 1975
IMPORTS								
a All types of steel	848	1,191	1,515	2,780	329	304	286	206
b Plates	26	100	149	466	60	57	71	64
c Light rolled products	229	323	310	370	25	24	33	21
d Sheets (coated and uncoated)	322	524	620	950	92	92	86	56
e Tinplate	64	40	37	49	5	7	6	3
EXPORTS								
a All types of steel	609	676	858	792	59	69	71	60
b Plates	60	88	126	68	6	9	6	6
c Light rolled products	140	162	202	171	15	18	16	17
d Sheets (coated and uncoated)	162	160	200	161	9	10	9	5
e Tinplate	25	21	34	27	3	3	2	3

Friday, 20 June

Multifibre arrangement

Mr. Richard Kelley (Don Valley) asked about action by the EEC Commission under the safeguard clause of the multi-fibre arrangement of 21 March 1974; and whether imports into the UK have been affected in any way.

Mr. Shore gave the following information: Under Article 3 of the Multi Fibre Arrangement the EEC has authorised Germany to take emergency measures against imports of woven cotton fabric from Brazil; and Ireland to do likewise against imports of knitted and woven suits from the Republic of Korea. Both Germany and the Benelux countries have been authorised to take measures against imports of synthetic socks from the Republic of Korea and the Commission has submitted draft regulations for adoption by the Council which will allow the measures to be maintained for a further period. These measures do not apply to imports into the UK although it is always open to our industry to make a case under Article 3 should they consider the circumstances justify it.

Consultations are proceeding under which restrictions imposed by the UK on Turkish cotton yarn from 25 December 1974 might be brought within the procedure of Article 3.

Steel prices

Mr. Dafydd Thomas (Merioneth) asked what was the average price per tonne of (a) all types of steel (b) plates (c) light rolled products (d) sheets (coated and uncoated) and (e) tinplate, respectively, imported into the United Kingdom from the other member states of the EEC during the last four years and during each month of 1975 to date; and how these prices compare with those for the corresponding United Kingdom produced products.

Mr. Deakins said: 'Figures of import prices as such are not compiled for these products; however, average values per tonne can be derived from the Overseas Trade Statistics. These should not be regarded as prices since they are influenced by differences in the commodity composition, in the quality of the goods, transport costs and in certain other factors. The values per tonne thus obtained are:

£ per tonne

	1971	1972	1973	1974	Jan. 1975	Feb. 1975	Mar. 1975	Apr. 1975
a All types of steel	79	76	110	146	154	162	155	161
b Plates	107	66	106	139	141	140	131	138
c Light rolled products	59	55	92	138	173	161	146	173
d Sheets (coated and uncoated)	77	77	98	135	138	153	140	139
e Tinplate	106	109	137	175	217	205	199	167

'Official price indices which show changes in prices on 1970 = 100 for broady comparable groups of steel commodities produced within the UK are available in *Trade and Industry* on 13 June 1975. Annual averages are shown for the years 1969 to 1974; monthly price indices for 1975 are published in the 23 May issue of *Trade and Industry*.

'Prices are published by the British Steel Corporation to any interested party, under the Common Market rules.'

EEC laws relating to commercial travellers

Mr. Fred Silvester (Manchester, Withington) asked the Secretary of State for Trade what representations he has had for and against the approval by HM Government of the present draft proposal for a directive on the harmonisation of the laws relating to commercial travellers.

Mr. Deakins answered: 'A wide range of views has been expressed about the European Commission's draft proposal for an EEC directive on the harmonisation of laws relating to independent commercial agents. I understand that the Commission are reviewing the draft in the light of law and practice in the United Kingdom and the other Member States who have joined the Community since it was prepared.'

Mr. Silvester also asked about meetings held with the EEC Commission relating to the draft proposal for a directive on the harmonisation of the laws relating to commercial travellers (employees) since the accession of the UK.

Mr. Deakins answered: 'No proposal has so far been tabled by the Commission on this subject. The possibility of harmonising the laws relating to commercial agents within the Community is being explored by the Commission's services with Member States, including ourselves, and informal contacts continue at working level. The categories of persons concerned are still the subject of discussion, but there is no present thought that the definition shall include employees. The comments of a side spectrum of representative bodies have been sought from the outset but pending more definitive proposals I can only regard such representations as I have received as provisional.'

Performance bonds

Mr. Max Madden (Sowerby) asked the Secretary of State for Trade to review facilities for ECGD support in respect of performance bonds for export contracts.

Mr. Shore's reply is published on page 773.

Rolls-Royce and Boeing 747s

Mr. Phillip Whitehead (Derby North) asked if the Secretary of State for Industry has yet made a decision on Rolls-Royce (1971) Ltd's prosposals for the use of the RB211-524 aero-engine in the Boeing 747 aircraft.

Mr. Varley's statement is published on page 732.

BOTB News

Tokyo exhibition offers opportunities for British domestic appliances

British manufacturers of domestic appliances should exhibit at the Domestic Appliances Exhibition which takes place from 3-7 February next year in the British Export Marketing Centre, Tokyo. This is the key recommendation in *The Japanese Market for Domestic Appliances*, a survey published by the British Overseas Trade Board.

The survey estimates that the exhibition 'will provide an excellent opportunity for British manufacturers to contact and identify qualified Japanese importers/sales agents. In addition, manufacturers will be able to appeal directly to the institutional buyers of domestic appliances and familiarise them with UK products. Because of its large scale, it is an invaluable opportunity for UK domestic appliances to register an impact on the Japanese market.'

The 30 domestic appliances dealt with in the survey fall into four broad categories – heating equipment, domestic central heating equipment, water heaters and cooking equipment. It is considered that British products of superior design, quality and workmanship are likely to do best.

The survey suggests that British firms need to overcome three obstacles if they are to sell to Japan. These are:

Long and unreliable delivery schedules.

The unfamiliarity of Japanese consumers with British brand names.

The very complicated Japanese distribution system.

The solution to the unfamiliarity of British brands and the complex distribution arrangements is for British manufacturers to select effective and co-operative Japanese importers. The survey stresses that British manufacturers must co-operate with importers and inform them well in advance of price increases and new products so that in turn the Japanese importers can develop long-range marketing plans.

British manufacturers wishing to participate in the domestic appliances exhibition at the British Marketing Centre in Tokyo in February 1976 should contact Mr. K. M. Hendley, Association of Manufacturers of Domestic Electrical Appliances, Leicester House, 8 Leicester Street, London WC2 (tel. 01-437 0678).

The Japanese Market for Domestic Appliances was prepared for the British Overseas Trade Board by Peat, Marwick, Mitchell and Co., Tokyo. It is available to British manufacturers, price £20 post free, from the Central Library, 1 Victoria Street, London SW1H OET.

Sir Frederick Catherwood (left), new Chairman of the British Overseas Trade Board, with Mr. W. K. Ward, Under-Secretary in Charge of Export Services and Promotions Division at the Department of Trade. Sir Frederick was making his first visit to the Department's Export House.

Visits by British Overseas Commercial Officers

The following Overseas Commercial Officers are expected to be in this country shortly, when they will be available for discussions:

Bolivia
M. S. Green, First Secretary (Commercial) and Head of Chancery in La Paz since August 1974.
Available: September 1975

Federal Republic of Germany
P. Yarndd, First Secretary (Commercial) in Bonn since May 1973.
Available: September 1975

Sudan
S. R. Bonde, Third Secretary (Commercial) in Khartoum since February 1974.
Available: November 1975

British firms and organisations, other than those in Northern Ireland and in the areas covered by the Department of Trade Offices for the Eastern Region and the London and South Eastern Region, who wish to meet these officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Industry Regional Director (Exports) stating the nature of the problem and commodities involved. Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Overseas Visitors Bureau, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU. Firms and organisations who wish to meet these officers in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast.

Because Commercial Officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotion Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all Overseas Commercial Officers, can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Industry or, in Northern Ireland, the Department of Commerce, Belfast, can also help.

Members of a British Overseas Trade Board inward mission of US coal mining executives pictured after inspecting the Daw Mill Colliery, Coventry. The party was in Britain to study equipment and techniques to see if they can be adapted to US conditions.

Export Business

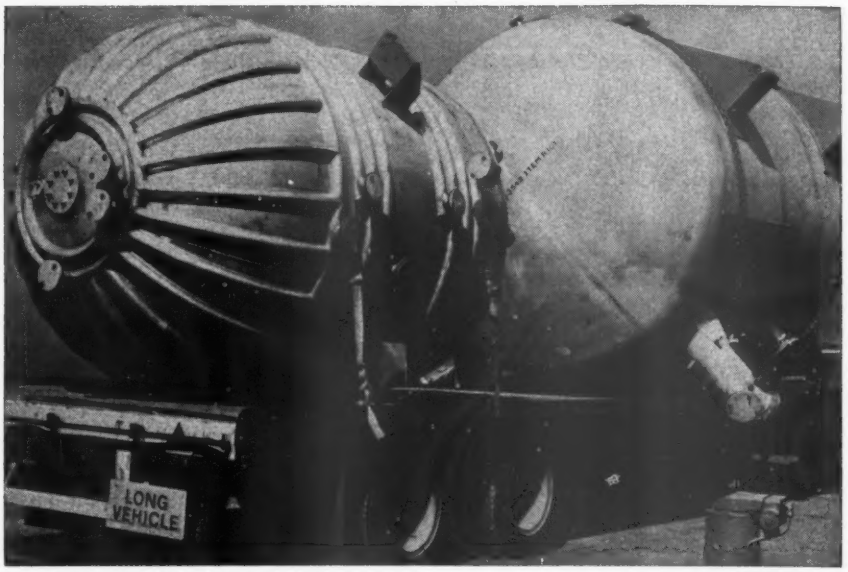
Aluminium smelter contract from Dubai

British Smelter Constructions Ltd. of Brentford have been awarded a £1.5 million contract for an investigatory study leading to the construction of an aluminium smelter in Dubai.

The order follows introductions initiated by the British Embassy in Dubai, between local merchants, the Dubai Government and British Smelter Constructions.

The contract, signed on 6 May by the Ruler of Dubai, envisages construction of a 120,000 ton per year smelter at an estimated cost of £150 million, and is expected to be completed by early 1979.

The Brentford firm responded promptly to an inquiry initiated by the British Embassy in July 1974, and their subsequent discussions, first with the private sector and then with the Dubai Government, finally led to negotiations and the signing of the initial contract with the Government. This contract provides for the establishment of a joint venture company, the Dubai Aluminium Company (DUBAL), to build and operate the plant.



Two stainless steel vessels constructed by R. W. Morrison Ltd. of Croft Street, Manchester on behalf of Petrocarbon Developments Ltd. have been despatched to Polimex-Cekop of Poland. The order, which was worth in excess of £20,000, involved the fabrication of a 7 ft. diameter base charge vessel weighing 20 tons and a 10 ft. diameter reactor vessel weighing 60 tons.

Communications link for Peru and Bolivia

In the face of strong international competition, GEC Telecommunications has won a contract for a 2 GHz microwave-radio system which will provide an international telecommunications link between Peru and Bolivia.

The £¼ million turnkey contract, which has been placed by Empresa Nacional de Telecomunicaciones (ENTEL) of Peru, will provide multichannel telephone and telegraph services plus facilities for carrying TV pictures. Special planning techniques will be used to route the system which will span the highest lake in the world, Lake Titicaca 3,840 m. (12,260 ft.), on the border between the two countries.

The new link will connect the Peruvian system with the 800 km. (560 mile) system which GEC is currently installing in Bolivia to modernise the country's trunk telecommunications network, and will greatly improve international telecommunications services in both countries.

Brentford firm supply tidal telemetering equipment for Gulf ports

Tidal telemetering equipment valued at more than £70,000 has recently been supplied to three of the Gulf States by AGA Navigation Aids of Brentford, Middlesex. Installations in Kuwait and Abu Dhabi have already been commissioned and a more complex system in Iraq will be fully operational within the next few months.

The volume of shipping using ports in these states has increased steadily in recent years, necessitating a faster turnround of vessels entering and leaving berths. A tide monitoring system gives an immediate indication of the change in water level so that harbour masters can control accurately the movement of ships and speed up their turnround in the port.

The installation in Shuwaikh Harbour, Kuwait, is a radio monitoring system which was installed and commissioned by AGA engineers. The tide gauge measuring equipment is sited on a dolphin situated at the harbour entrance. The sea level is monitored continuously and when the water level varies by one inch the radio transmitter automatically sends a signal to the control centre in the Harbour Master's office bringing the recording equipment up to date.

The tide gauge measuring system ordered by Abu Dhabi is in the new Mina Zayed Harbour for which Sir Alexander Gibb and Partners were the consulting engineers. The tide measuring equipment is sited inside the jetty structure and cables connect it to a chart recorder and dial indicator in the harbour master's office.

The system being installed in Iraq will monitor water height at three sites on the Shatt Al Arab River. These are at Margil, Al Fao and Al Wasiliyah. Two sites in the Gulf at Khor al Amya and Umm Qasr will also be monitored.

British joints for new Iraqi university complex

West's Piling and Construction Co. Ltd. of Slough has negotiated a £150,000 deal in Iraq to supply Hardrive joints for precast concrete piles being installed to support a new university complex at Basrah.

More than 3,000 piles are being installed in Phase I of the project. Anticipated further phases will require another 10,000 piles.

The Hardrive joint, now being marketed by West's on an international scale, is a key feature of the Hardrive precast modular piling system developed by the company.

European Community

Lomé Convention; interim arrangements enter into force

Certain of the trade provisions of the ACP/EEC Convention of Lomé* are due to enter into force in a few days time on 1 July. The other provisions will be introduced later.

These interim arrangements were agreed in an exchange of letters between the Community and the 46 African Caribbean and Pacific (ACP) independent developing countries after the Convention was signed in Lomé, the capital of the African state of Togo, on 28 February this year. Other provisions, relating to the stabilisation of export receipts, industrial co-operation, aid, establishment and institutions, will not come into force until the Convention has been ratified by each of the EEC Member States and at least two-thirds of the ACP states.

* A summary of the main provisions appeared in the 14 March 1975 issue of *Trade and Industry*

UK TRADE WITH THE ACP COUNTRIES, 1974

Country	Population million (1972)	UK exports £'000	UK Imports £'000
Burundi	3.7	964	590
Cameroon	6.1	6,253	3,043
Central African Republic	1.7	409	515
Chad	3.9	209	1,378
Congo	1.0	1,324	5,206
Dahomey	2.9	3,605	458
Gabon	0.5	3,565	28,397
Ivory Coast	5.4	6,528	19,928
Madagascar	7.1	1,870	3,183
Mali	5.3	1,436	2,505
Mauritania	1.2	4,554	13,303
Niger	4.2	3,380	1,381
Rwanda	3.8	435	640
Senegal	4.1	3,260	9,637
Somalia	2.9	2,918	1,704
Togo	2.1	3,834	542
Upper Volta	5.6	417	356
Zaire	22.8	20,428	36,496
Botswana	0.7	1,322	2,532
Gambia	0.4	4,437	8,438
Ghana	9.6	51,013	70,755
Kenya	11.9	78,681	44,043
Lesotho	0.9	355	71
Malawi	5.0	10,552	16,088
Mauritius	0.9	19,479	47,012
Nigeria	69.1	222,386	368,280
Sierra Leone	2.6	18,733	41,897
Swaziland	0.4	511	16,119
Tanzania	14.0	29,129	49,105
Uganda	10.3	7,238	24,412
Zambia	4.4	63,623	75,261
Bahamas	0.2	8,548	10,552
Barbados	0.2	14,499	9,733
Grenada	0.1	*	*
Guyana	0.8	19,275	30,509
Jamaica	1.9	50,122	46,704
Trinidad and Tobago	1.1	37,169	15,312
Fiji	0.6	9,744	21,474
Tonga	0.1	334	773
Western Samoa	0.2	387	322
Ethiopia	26.1	9,815	4,804
Equatorial Guinea	0.3	1,014	0
Guinea	4.1	1,692	409
Guinea Bissau	0.5	923	65
Liberia	1.6	13,990	6,494
Sudan	16.4	35,974	8,357
Total ACP	268.7	776,434	1,048,738
Total UK exports/imports	—	16,494,315	23,116,718
ACP as % of total	—	4.7%	4.5%

* Not separately available

Sources: Population – European Development Fund. Trade – UK overseas Trade Statistics.

Imports into the UK

As from 1 July most products imported into the EEC from the ACP countries will enter free of customs duties if they satisfy the necessary origin and consignment conditions. Among the exceptions to this rule will be certain agricultural products covered by the Common Agricultural Policy; these will remain subject to levies and, in a few cases, customs duties, though in many cases the rates will be lower than those applied to imports from other countries. Rum will benefit from tariff quota relief on the protective element of the duty. In addition, existing quantitative restrictions on most manufactured products (other than those products on which restrictions are maintained for reasons of public safety, wildlife conservation, etc.) will be removed. A separate notice, setting out changes in the UK import licensing regulations, will be issued shortly.

Exports from the UK

The trade provisions of the Lomé Convention do not oblige the ACP states to grant duty-free or preferential access to imports from the Community in return. They are simply obliged to treat imports from the Member States at least as favourably as imports from other developed countries. With effect from 1 July, therefore, UK exporters will be competing on equal terms in the ACP countries with exporters from the other Member States.

Trade with the Overseas Countries and Territories

New arrangements for trade with the EEC's Overseas Countries and Territories (OCT) will also enter into force on 1 July. These arrangements will be virtually identical to those applying to trade with the ACP, with the exception of arrowroot and arrowroot products, on which the OCTs will benefit from additional concessions in the levies. Bermuda does not wish to be included in an association agreement with the EEC and, as from 1 July, imports from Bermuda will be dutiable at the rate applicable to goods of the non-associable countries of the Commonwealth preference area (the 'C.1' rate).

Further information. Inquiries should be addressed to the Department of Trade, Room 375, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5106.

Euro-Arab Dialogue: EEC and Arab delegations exchange views in Cairo

The Euro-Arab Dialogue takes a significant step forward. Experts from the Arab world and the European Community pictured in this wire photo from Cairo during their recent five-day meeting; (second from the left) Mr. Mahmoud Riad, (centre) Dr. N. El Dajany, (second from right) Mr. Gallagher and (right) Dr. Meyer.

Discussions between the European Community and the Arab League took a significant step forward recently when some 100 technical experts from both sides met together in Cairo from 10-14 June. This was the first time that representative teams, rather than individuals, had taken part in the talks, known as the 'Euro-Arab Dialogue', which represent a bid to renew and strengthen relations between Europe and the Arab world with the aim of establishing bases for future co-operation.

Among the areas covered, in what is seen as a useful exchange of views between the two sides, were agriculture and rural development, industrialisation, basic infrastructure, financial co-operation, trade, scientific and technological co-operation and cultural, labour and social questions.

The delegations

The Community delegation was led by Mr. Eamon Gallagher, Deputy Secretary of the Ministry of Foreign Affairs in the Irish Republic and Chairman of the EEC's Co-ordinating Group for the Dialogue. Mr. Gallagher was supported by Dr. Klaus Meyer, an Assistant Secretary General from the EEC Commission. Four Whitehall departments, including the Department of Trade, were represented in the EEC delegation.

The Arab side was led by Dr. N. El Dajany, representing the Presidency of the Arab League. Host to both delegations was the League's Secretary General Mr. Mahmoud Riad, who made a strong contribution to the discussions.

December 1973 summit

The Euro-Arab Dialogue stems from the EEC summit meeting in December 1973. At that time the Nine Heads of Government confirmed the importance of entering into an exchange of views with oil producing countries on comprehensive arrangements for co-operation both in the economic and industrial development of those countries and in associated activities.

Preparations for the Dialogue have been protracted during the period of adjustment to the profound changes which have occurred on the world economic scene since the Autumn of 1973.

Despite the delays, preparatory work continued among the Nine Member States, together with the EEC Commission, and within the Arab League. The work, which included individual contacts between the Nine and the League, enabled both sides to define the other's attitude on questions of principle, clearing the way for the wider, five-day meeting in Cairo on 10 June.

Second meeting

The Cairo exchange of views, which consolidated initial contacts between the League and the EEC and improved mutual understanding on important topics, will be further developed at a second meeting of experts which is expected to be held during the summer.

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New EC Legislation

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference points given at the end of the item.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Dehydrated fodder. Regulation (EEC) 1420/75 extending the scope of Regulation (EEC) 1067/74 on the common organisation of the market in dehydrated fodder to cover certain products processed from potatoes. (*Official Journal* L141, 3 June 1975)

Regulation (EEC) 1421/75 amending Regulation (EEC) 1192/74 on aid for dehydrated fodder. (*Official Journal* L141, 3 June 1975)

Oils, fats and oilseeds. Regulation (EEC) 1422/75 fixing the market target price and the intervention price for olive oil for the 1975/76 marketing year. (*Official Journal* L141, 3 June 1975)

Milk and milk products. Regulation (EEC) 1435/75 amending Regulations (EEC) 2637/70 and (EEC) 2500/73 on the advance fixing of refunds and the period of validity of export licences for milk and milk products. (*Official Journal* L142, 4 June 1975)

Regulation (EEC) 1436/75 on the adjustment of the refunds fixed in advance for skimmed-milk powder exported under long-term contracts. (*Official Journal* L142, 4 June 1975)

EEC/TURKEY AGREEMENT. The *Official Journal of the European Communities* L142, 4 June 1975, contains the text of Regulation (EEC) 1431/75 amending Regulation (EEC) 428/73 (published in *Official Journal* L59, 5 March 1973) on the application of Decisions No 5/72 and No 4/72 of the EEC/Turkey Association Council.

EEC/Greece Association Agreement – import duties

The *Official Journal of the European Communities*, L123 of 15 May 1975, contains the text of Regulation (EEC) 1223/75 implementing the Interim Agreement which extends the trade provisions of the Additional Protocol to the EEC/Greece Association Agreement to the new Member States. An article on the Association Agreement appeared in *Trade and Industry* on 30 May.

The Import Duties (Greece) Order 1975 (SI 1975 No. 975) implementing the regulation comes into operation on 1 July 1975. Copies may be obtained from HMSO, price 18p. Inquiries about the rates of duty applicable to goods of Greece imported into the UK should be made to General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5488.

EEC/Israel Agreement – import duties

The *Official Journal of the European Communities*, L136 of 28 May 1975, contains the text of Regulation (EEC) 1274/75 which concludes the agreement between the EEC and Israel. An article on the trade arrangements of the agreement appeared in *Trade and Industry* on 13 June, pages 619-20.

The Import Duties (Israel) Order (SI 1975 No. 1003) implementing these trade provisions comes into operation on 1 July 1975. Copies will be obtainable from HMSO, price 18p. Inquiries about the rates of duty applicable to goods of Israel imported into the UK should be made to General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3070.

EEC information – Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2561
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish Free Trade Agreement	International Customs Division E —Branch 3	2504
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 3	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
European Communities—general inquiries	International Customs Division D —Branch 4	2478 2431
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
Copies of public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

Economic Indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the Member States of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

An extensive bibliography – 'Sources of Statistics: 2. The European Economic Community' – which lists publications in the Statistics and Market Intelligence Library of the Department of Trade, is obtainable on request to the library at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, ext. 368). 'Statistical News' No. 21 (May 1973), published by the Central Statistical Office, contains a selected bibliography of statistical publications of the Commission of the European Communities.

TABLE 1 **Industrial Production** (Excluding construction) Seasonally adjusted — Indices 1970 = 100

	Belgium	Luxembourg	France[1]	German F.R.	Ireland[2]	Italy[4]	Netherlands	United Kingdom[5]	EEC[3,4]	*United States*	*Japan*
Weights in EEC	3.8	0.3	23.5	36.5	0.7	12.6	4.4	18.2	100.0	—	—
Weights in total	1.5	0.1	9.0	14.0	0.2	4.9	1.7	7.0	36.4	*48.4*	*13.1*
1968	88	88	84	83	90	91	81	96	87	*99*	*74*
1969	97	100	94	94	97	94	91	99	95	*104*	*88*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	112	106	109	104	111	102	106	*108*	*110*
1973	116	115	120	113	120	114	118	111	115	*118*	*129*
1974	121	119	123	112		119(e)	121	108		*117*	*126*
1973 1st quarter	115	114	118	112	119	105	115	110	113	*115*	*123*
2nd quarter	114	112	120	113	120	114	116	111	114	*117*	*128*
3rd quarter	115	115	122	113	120	118	119	112	115	*119*	*131*
4th quarter	118	120	122	116	121	120	121	111	116	*119*	*135*
1974 1st quarter	123	124	125	114	127	123	122	104	116	*117*	*132*
2nd quarter	124	119	126	114	124	125	122	110	118	*118*	*129*
3rd quarter	121	120	126	112	121	119	124	111	116	*118*	*125*
4th quarter	117	114	118	109	117(e)	111	120	107	114(e)	*114*	*119*
1975 1st quarter	116.3(e)	103	115	105	116(e)	109	117	106	111(e)	*105*	*109*
1973 September	115	115	120	116		118	127	111	117	*119*	*132*
October	118	116	122	115		118	130	113	117	*119*	*130*
November	121	126	123	116		118	129	112	118	*119*	*136*
December	114	117	119	116		117	121	107	116	*119*	*134*
1974 January	123	125	125	114		125	121	102	116	*118*	*133*
February	123	127	125	114		122	122	104	118	*117*	*133*
March	123	121	123	113		123	123	107	117	*117*	*131*
April	126	118	124	113		126	119	109	118	*117*	*129*
May	123	118	126	113		123	123	109	118	*118*	*132*
June	123	121	126	114		125	123	110	121	*118*	*127*
July	124	121	129	112		123	124	111		*118*	*128*
August	117	118	129	111		112	125	111		*117*	*124*
September	122	121	122	112		123	124	109		*118*	*124*
October	123	120	122	110		117	123	109		*117*	*122*
November	117	115	118	111		110	122	109		*114*	*120*
December	111	107	115	107		105	115	105		*110*	*114*
1975 January	118	104	116	103		109	114	107		*107*	*109*
February	113	102	116	104		112		107		*104*	*109*
March			112	109		108(e)		105		*103*	*110*
April								104		*103*	
% change latest three months:											
On previous three months	−5.5	−9.9	−3.1	−3.7	−0.9	−0.9	−3.1	−1.6	−2.6	*−6.4*	*−7.9*
On a year earlier	−5.0	−17.4	−7.8	−7.3	+8.7	−11.1	−4.4	−1.3	−4.3	*−11.7*	*−17.4*

[1]Excluding clothing, wood products and furniture.
[2]Mining and manufacturing only.
[3]Excluding Denmark.
[4]Revised figures for Italy from beginning of 1973.
[5]UK figures revised for 1970.
(e) Estimated. Source: 'OECD Main Economic Indicators'

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TABLE 2 Unemployment seasonally adjusted

Indices 1970 = 100

	Belgium[1,3]	Den-mark[1,3]	France[3,4]	German F.R.[5]	Ireland[1]	Italy[6]	Nether-lands[3,5]	United Kingdom[5]	*United States*[6]	*Japan*[7]
1968	147	163	97	218	88	113	147	95	*69*	*108*
1969	120	129	85	120	86	108	115	94	*69*	*104*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	100	125	129	126	100	100	135	129	*122*	*111*
1972	123	125	145	166	114	113	235	142	*118*	*119*
1973	130	84	150	184	104	109	239	102	*105*	*107*
1974	148	186	190	391	114	91	294	101	*111*	*117*
1973 1st quarter	127	63	143	154	107	107	243	117	*108*	*111*
2nd quarter	128	104	147	174	105	133	237	106	*106*	*109*
3rd quarter	131	90	153	197	106	100	237	99	*105*	*106*
4th quarter	132	79	158	245	102	96	239	86	*104*	*101*
1974 1st quarter	131	80	168	287	105	86	276	96	*115*	*107*
2nd quarter	137	135	169	375	107	87	268	97	*114*	*111*
3rd quarter	151	204	181	468	114	91	300	106	*123*	*118*
4th quarter	173	326	225	553	133	99	335	107	*148*	*143*
1975 1st quarter	199	420	279	558	164	87	385	123	*187*	*152*
1974 January	131	82	166	250	105	86	270	94	*116*	*105*
February	131	78	168	268	102		267	97	*116*	*107*
March	131	78	170	315	105		270	96	*113*	*109*
April	134	94	167	358	105	87	265	96	*111*	*110*
May	135	147	168	369	105		267	96	*115*	*111*
June	141	162	172	399	112		272	99	*116*	*112*
July	145	162	176	428	110	91	291	102	*119*	*114*
August	148	201	177	466	114		304	107	*120*	*118*
September	159	248	190	511	121		309	108	*130*	*121*
October	170	310	213	546	126	99	320	107	*136*	*130*
November	172	330	240	566	133		333	107	*147*	*142*
December	180	339	252	548	140		357		*162*	*156*
1975 January	186	431	267	505	157	87	374	119	*184*	*149*
February	197	395	278	556	167		389	124	*183*	*151*
March	214	433	292	613	171		393	127	*195*	*156*
April	225		305	744			407	134	*200*	
May							461 (e)	145 (e)	*209* (e)	
Rate %	4.0	4.2	3.7	4.1	6.3	2.7	3.8	3.3	*9.8*	*1.5*
% change latest three months										
On previous three months	+18.2	+28.6	+15.3	+18.2	+24.1	−12.1	+12.6	+16.0	*+17.2*	*+6.5*
On a year earlier	+60.6	+429.0	+73.3	+103.3	+58.7	+1.2	+57.2	+41.0	*+70.0*	*+42.1*

Note: Figures of total unemployment and unemployment rates are very sensitive to the particular measures used and the sources from which they are obtained. The figures in this table to a large extent reflect the different administrative systems and social-security provisions of the countries concerned.

[1]Insured unemployed. [2]Change of basis during period. [3]Monthly data are weekly averages. [4]Unfilled applications. [5]Registered unemployed.
[6]Based on results of sample survey. [7]Unemployment-insurance beneficiaries.
Numbers in latest month available as % of total employees (UK) and of total labour force (others). (e) Estimated. Source: 'OECD Main Economic Indicators'

TABLE 3 Exports (fob) Special trade,[1] seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United King-dom[2]	EEC	*United States*[2]	*Japan*[2]
1968	8,160	2,580	12,708	24,840	792	10,188	8,340	15,348	82,956	*34,416*	*12,972*
1969	10,068	2,952	15,024	29,052	888	11,724	9,960	17,520	97,200	*37,992*	*15,984*
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18 535	16,392	24,340	153,152	*49,676*	*28,591*
1973	22,317	6,129	35,948	67,701	2,127	22,188	23,946	28,227	210,645	*71,622*	*36,834*
1974	28,137	7,725	45,835	89,085	2,634	30,147	32,496 (e)	36,480		*98,763*	*55,278*
1973 1st quarter	4,782	1,317	7,772	14,022	465	4,398	5,535	6,497	45,015	*15,417*	*8,277*
2nd quarter	5,235	1,392	8,697	16,026	513	5,283	5,733	7,029	50,556	*16,863*	*8,763*
3rd quarter	6,147	1,722	9,684	18,681	549	6,111	6,108	7,416	57,063	*18,627*	*9,360*
4th quarter	6,153	1,698	9,954	18,702	600	6,396	6,570	7,250	58,011	*20,715*	*10,434*
1974 1st quarter	6,273	1,794	10,464	20,592	591	6,564	7,224	7,982	61,830	*22,455*	*11,298*
2nd quarter	7,393	1,896	11,205	22,803	636	7,176	8,355	9,355	69,459	*24,355*	*13,941*
3rd quarter	7,314	1,953	11,883	22,389	666	8,157	8,400	9,783	71,286	*25,254*	*14,545*
4th quarter	7,158	2,082	12,468	23,274	741	8,250	8,514	9,387	72,501	*26,700*	*15,498*
1975 1st quarter	8,358 (e)	2,163	13,437	23,019	768	8,526	6,129 (e)	10,647	73,047 (e)	*27,015*(e)	*14,703*
1974 January	1,926	530	3,440	6,971	178	1,902	2,199	2,501	19,652	*7,190*	*3,626*
February	1,991	633	3,375	6,757	207	2,140	2,495	2,848	20,454	*7,591*	*3,975*
March	2,264	642	3,505	6,913	205	2,333	2,532	3,070	21,523	*7,638*	*3,672*
April	2,451	603	3,634	7,683	212	2,402	2,786	3,191	22,962	*8,261*	*4,332*
May	2,495	628	3,707	7,997	202	1,190	2,790	3,329	23,338	*7,709*	*4,833*
June	2,487	631	3,826	7,231	217	2,517	2,861	3,304	23,074	*8,301*	*4,853*
July	2,456	637	3,877	7,613	237	2,919	2,982	3,422	24,135	*8,401*	*4,877*
August	2,523	648	3,966	7,578	221	2,606	2,556	3,401	23,533	*8,447*	*5,005*
September	2,339	669	4,039	7,197	208	2,643	2,861	3,526	23,577	*8,460*	*4,664*
October	2,337	674	3,876	7,401	223	2,680	2,793	3,376	23,365	*8,698*	*5,353*
November	2,514	731	4,054	8,076	249	2,671	2,733	3,016	24,252	*9,159*	*5,246*
December	2,307	677	4,537	7,796	269	2,898	2,985	3,228	24,883	*8,841*	*4,898*
1975 January	2,640	732	4,427	7,944	284	2,713		3,712		*9,419*	*5,155*
February	2,783	748	4,669	7,997	265	2,887		3,475		*8,846*	*4,908*
March		684	4,339	7,078	219	2,926		3,748		*8,749*	*4,639*
April			4,550		251			3,197		*8,720* (e)	*4,789*
May					283			3,682		8,570 (e)	
% change in dollar terms latest three months											
On previous three months	+7.5	+4.0	+4.2	−1.1	−8.0	+3.4	+1.4	+2.0	+1.8	*−3.9*	*−6.3*
On a year earlier	+28.8	+19.89	+29.0	+11.5	+21.7	+33.7	+33.9	+10.8	+25.8	*+10.3*	*+19.7*
% change in national currencies latest three months											
On previous three months	−2.2	−2.4	−3.6	−8.5	−8.4	−0.9	−2.2	+1.5	−0.8	*−3.9*	*−9.3*
On a earlier year	+9.0	+2.8	+10.2	−1.3	+23.0	+31.3	+29.6	+12.0	+27.0	*+10.3*	*+20.8*

[1]For most purposes special trade may be defined as trade excluding re-exports. [2]General trade. [3]Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Main Economic Indicators'

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2,3]*	*Japan[2]*
1968	8,304	3,216	13,980	20,148	1,176	10,248	9,288	18,960	85,320	*33,108*	*12,984*
1969	9,984	3,804	17,388	24,924	1,416	12,444	10,992	19,956	100,908	*36,048*	*15,024*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,903	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	*55,819*	*23,463*
1973	21,762	7,425	37,587	54,465	2,775	27,858	24,419	38,724	215,013	*69,126*	*38,331*
1974	28,890	9,393	52,980	69,006	3,801	41,076	3,3288 (e)	54,627	292,989 (e)	*77,420*	*62,034*
1973 1st quarter	4,668	1,569	7,941	11,949	615	5,373	5,379	8,127	45,624	*16,017*	*7,428*
2nd quarter	5,202	1,776	9,000	13,002	681	6,777	5,724	9,438	51,597	*16,581*	*9,063*
3rd quarter	5,868	1,992	10,215	14,436	741	7,713	6,678	10,224	57,867	*17,619*	*10,170*
4th quarter	6,024	2,088	10,431	15,078	738	7,995	6,633	10,935	59,925	*18,909*	*11,670*
1974 1st quarter	6,456	2,361	11,952	15,378	831	9,336	7,200	12,822	65,616	*21,606*	*14,238*
2nd quarter	7,707	2,415	13,290	17,469	1,014	10,308	8,571	14,049	75,087	*24,858*	*16,155*
3rd quarter	7,548	2,331	14,088	17,856	1,041	11,223	8,859	13,933	77,154	*27,213*	*15,717*
4th quarter	7,179	2,286	13,650	18,234	915	10,209	8,658	13,943	75,132	*27,408*	*15,864*
1975 1st quarter	7,325 (e)	2,424	13,824	18,333	991 (e)	9,096	8,913 (e)	13,922	74,898 (e)	*25,008*	*14,811*
1974 January	2,181	784	3,755	5,074	233	2,439	2,252	3,552	20,270	*6,456*	*3,987*
February	2,148	776	3,968	4,814	272	3,337	2,348	4,123	21,786	*7,314*	*5,135*
March	2,188	803	4,208	5,291	334	3,575	2,658	4,543	23,600	*7,746*	*4,914*
April	2,389	818	4,394	5,666	327	3,756	2,844	4,541	24,735	*8,088*	*5,431*
May	2,726	762	4,453	5,961	329	2,385	2,339	4,804	23,759	*8,356*	*5,527*
June	2,576	807	4,453	5,775	343	3,518	2,946	4,704	25,122	*8,505*	*5,379*
July	2,675	795	4,786	5,926	357	4,237	3,194	4,751	26,721	*8,967*	*5,541*
August	2,404	810	4,730	6,197	358	3,493	2,732	4,618	25,343	*9,528*	*5,181*
September	2,468	727	4,572	5,734	330	3,494	2,932	4,564	24,969	*8,951*	*4,994*
October	2,349	759	4,514	6,010	308	3,564	2,861	4,760	25,083	*8,732*	*5,220*
November	2,362	788	4,477	6,193	291	3,191	2,872	4,691	24,835	*9,311*	*5,357*
December	2,468	738	4,660	6,031	316	3,454	2,923	4,493	25,214	*9,365*	*5,289*
1975 January	2,440	850	4,742	6,019	340	2,998		4,883		*9,831*	*5,153*
February	2,476	850	4,669	6,551	349	2,917		4,677		*7,797*	*4,793*
March		722	4,412	5,762	302 (e)	3,180		4,362		*7,381*	*4,865*
April			4,549		343 (e)			4,312		*7,340*	*4,599*
May					348			4,255		*8,010*	
% Change in dollar terms latest three months											
On previous three months	+2.86	+6.0	−1.8	+0.5	−1.2	−10.9	−2.3	−8.2	−2.5	*−15.8*	*−9.8*
On a year earlier	+19.5	+2.5	+8.4	+20.8	+0.3	−2.7	+33.4	−7.1	+26.2	*−6.0*	*−7.9*
% change in national currencies latest three months											
On previous three months	+2.4	+2.4	−6.9	+1.0	−1.7	−12.2	−3.2	−8.7	−1.0	*−15.8*	*−10.7*
On a year earlier	+7.6	−7.8	−8.3	+10.8	+1.3	−3.4	+20.0	+6.1	+28.5	*−6.0*	*−5.5*

[1]For most purposes special trade may be defined as trade excluding re-exports. [2]General trade. [3]*fob.* [4]Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Main Economic Indicators'.

TABLE 5 Balance of Payments on Current Account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1968	28	−216	−1,059	2,964	−60	2,688	65	−682	3,432	*725*	*1,048*
1969	74	−410	−1,798	1,931	−197	2,406	31	1,068	2,723	*540*	*2,119*
1970	724	−544	+297	729	−194	902	−518	1,661	2,470	*414*	*1,970*
1971	851	−422	530	323	208	2,041	−233	2,588	5,143	*−2,800*	*5,821*
1972	1,113	−66	284	1,041	−139	2,266	1,054	221	4,314	*−8,350*	*6,624*
1973	1,098	−472	−694	4,576	−216	−2,546	1,750	−3,569	865	*453*	*−133*
1974	813			9,358			1,620	−8,948 (e)		*−4.025*	*−4,549*
1972 1st quarter	279	−39	−325	135		811	17	−73		*−1,852*	*969*
2nd quarter	215	54	445	78		903	251	476		*−2,471*	*1,212*
3rd quarter	235	−36	−3	−306		782	393	−355		*−3,330*	*2,085*
4th quarter	384	−46	167	1,135		−230	389	173		*−697*	*2,369*
1973 1st quarter	353	−151	−223	596		−934	396	−890		*−261*	*497*
2nd quarter	226	−179	281	1,776		−838	574	−471		*−869*	*−416*
3rd quarter	200	69	−546	852		−331	−41	−603		*−1,074*	*101*
4th quarter	318	−211	205	1,951		−443	822	−1,165		*2,656*	*−315*
1974 1st quarter	349	−519	−498	2,750		−2,630	334	−2,479		*1,005*	*−3,274*
2nd quarter	−129	−311	−3,442	2,237		−2,478	388	−2,317		*−1,993*	*−2,377*
3rd quarter	292	−141	−1,897	872		−1,225	453	−2,022		*−4,234*	*−90*
4th quarter	302			3,499			445	−2,132		*1,198*	*1,192*
1975 1st quarter								−1,392(e)			

Source: UK: Central Statistical Office. All others: IMF International Financial Statistics.

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TABLE 6 Export Unit Values of Manufactures

Indices 1970 = 100

	Belgium/ Luxembourg		France		German F.R.		Italy		Netherlands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1968	92	92	96	85	88	96	90	90	95	95	90	90	*91*	*90*	*90*
1969	85	85	97	90	92	98	93	93	97	97	93	93	*95*	*94*	*94*
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	98	96	105	105	107	102	106	105	104	101	107	105	*102*	*104*	*101*
1972	112	99	116	107	117	103	114	106	117	105	116	111	*105*	*116*	*99*
1973	137	107	140	113	144	104	127	118	139	108	127	124	*113*	*141*	*107*
1972 1st quarter	110	97	114	105	117	103	112	105	117	105	119	110	*104*	*112*	*96*
2nd quarter	112	99	114	105	116	102	113	105	116	104	120	111	*105*	*115*	*98*
3rd quarter	112	98	115	106	118	104	114	106	117	105	116	118	*104*	*117*	*100*
4th quarter	114	101	117	108	117	103	114	106	117	105	113	115	*107*	*119*	*102*
1973 1st quarter	122	102	126	110	124	103	119	110	124	105	119	118	*107*	*125*	*100*
2nd quarter	134	105	141	112	138	103	121	115	135	107	129	121	*111*	*136*	*100*
3rd quarter	148	108	153	115	159	104	131	120	148	124	131	127	*114*	*147*	*108*
4th quarter	147	113	152	121	153	107	133	125	152	112	132	133	*120*	*154*	*118*
1974 1st quarter	150	124	141	125	151	112	133	137	163	128	134	141	*127*	*165*	*134*
2nd quarter	173	132	158	139	172	117	148	151	179	131	153	153	*132*	*183*	*142*
3rd quarter					173	123					159	162	*138*		
4th quarter											165	170	*148*		
% change latest 3 months:															
On previous 3 months	+15.3	+6.5	+12.1	+11.2	−0.6	+5.1	+11.3	+10.2	+9.8	+2.3	+3.8	+4.9	*+7.3*	*+10.9*	*+6.0*
On a year earlier	+29.1	+25.7	+12.1	+24.1	+8.8	+18.3	+22.3	+31.3	+32.6	+22.4	+25.0	+27.8	*+23.3*	*+34.6*	*+42.0*

(e) estimated.

Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A'

TABLE 7 Consumer prices All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France[2]	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*[2]
1968	92	93	91	89	93	86	93	89	90	*90*	*88*
1969	96	96	94	95	96	92	95	96	94	*94*	*93*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	123	120	119	132	123	125	128	*114*	*124*
1974	113	128	142	136	127	154	146	137	148	*127*	*154*
1973 1st quarter	115	114	118	116	116	126	118	121	123	*111*	*116*
2nd quarter	117	117	122	118	119	130	121	125	127	*113*	*122*
3rd quarter	118	117	125	121	119	133	124	126	129	*116*	*126*
4th quarter	121	119	129	124	122	137	128	129	133	*118*	*132*
1974 1st quarter	125	123	134	129	125	144	135	132	139	*122*	*145*
2nd quarter	130	127	139	135	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	145	139	128	157	150	138	151	*129*	*157*
4th quarter	140	133	150	143	130	165	159	143	158	*133*	*164*
1975 1st quarter	144	136	152	147	132	178	165	145	167	135	166
1974 January	123	121	134	127	124		132	130	137	*120*	*141*
February	125	124	134	129	125	144	134	131	139	*122*	*146*
March	126	124	135	131	125		138	134	140	*123*	*147*
April	128	126	137	133	126		140	135	145	*124*	*151*
May	130	127	139	134	127	151	142	136	147	*125*	*151*
June	132	128	142	136	127		144	137	149	*126*	*152*
July	134	129	143	138	128		146	137	150	*127*	*155*
August	136	129	144	139	128	157	150	138	150	*129*	*157*
September	137	130	147	140	128		154	140	152	*130*	*159*
October	139	131	148	142	129		157	142	155	*132*	*163*
November	140	133	151	143	130	165	159	143	158	*133*	*164*
December	141	134	152	144	130		161	144	160	*134*	*165*
1975 January	143	135	152	146	131		163	144	164	*134*	*166*
February	144	137	152	147	132	178	166	145	167	*135*	*166*
March	145	138	153	148	133		166	147	170	*136*	*168*
April	147(e)	139(e)	154(e)	150(e)	134(e)		168	149	177	*136*	*171*
May									184		
% change latest three months:											
On previous three months	+2.9	+2.8	+0.9	+2.6	+1.8	+8.0	+3.1	+2.46	+7.6	*+1.7*	*+2.1*
On a year earlier	+15.2	+10.7	+13.1	+13.3	+6.0	+23.8	+21.3	+10.4	+21.3	*+10.5*	*+13.8*

[1] Excluding rent. [2] Change of basis during period. (e) estimated.

Source: 'OECD Main Economic Indicators'

TABLE 8 Value of retail sales Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium[1]/ Luxem-bourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[5]	Nether-lands	Great Britain[5]	*United States*	*Japan*
1968	83	82	88	82	83	84	80	89	*92*	*80*
1969	90	90	97	90	91	90	89	93	*95*	*89*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	120	126	125	121	123	*119*	*118*
1973	138	134	117	131	148	152	132	139	*134*	*145*
1974	159	147	133	138	168	189	146	161	*143*	*165*
1973 1st quarter	133	128	112	132	140	123	127	135	*132*	*135*
2nd quarter	135	130	116	130	147	141	130	133	*132*	*139*
3rd quarter	136	137	114	131	149	140	132	140	*136*	*147*
4th quarter	144	141	124	131	154	204	137	147	*137*	*156*
1974 1st quarter	151	144	127	136	158	160	140	150	*138*	*157*
2nd quarter	156	148	131	136	165	166	144	154	*142*	*160*
3rd quarter	161	148	136	140	169	181	150	165	*148*	*170*
4th quarter	166	151	139	142	175	236	149	174	*142*	*173*
1975 1st quarter		161								*185*
1973 November	144	141	120	130	155	177	135	147	*137*	*159*
December	148	143	124	130	151	253	138	149	*135*	*155*
1974 January	150	144	130	141	154	153	138	147	*137*	*160*
February	150	146	128	132	161	153	142	150	*138*	*156*
March	152	141	127	134	158	175	140	151	*140*	*154*
April	154	148	129	138	169	183	143	152	*142*	*154*
May	156	151	133	140	163	179	145	152	*143*	*160*
June	157	146	130	130	163	173	144	157	*142*	*165*
July	162	149	135	142	165	184	151	160	*148*	*167*
August	157	148	133	140	172	162	150	165	*150*	*167*
September	164	147	140	140	171	196	151	168	*148*	*177*
October	168	151	146	146	175	225	151	171	*146*	*170*
November	158	153	136	143	177	196	147	175	*142*	*174*
December	171	151	136	139	173	288	148	174	*137*	*174*
1975 January	174	160	139	151	185	168		181	*147*	*182*
February		161	142	145	182			182	*150*	*184*
March		161							*146*	*188*
April									*149*	
% change latest three months:										
On previous three months	+2.9	+5.9	−1.2	+1.4	+3.3	+11.8	−1.3	+4.5	*+4.8*	*+7.0*
On a year earlier	+13.8	+11.8	+9.2	+7.9	+15.9	+11.8	+8.8	+20.4	*+6.9*	*+17.9*

[1] Department stores. [2] Department and chainstores. [3] Excluding West Berlin. [4] Average weekly sales. [5] Excluding motor vehicles.
[6] Revised series, including chainstores.
Source: 'OECD Main Economic Indicators'

TABLE 9 Earnings/wages per head in manufacturing

Indices 1970 = 100

	Belgium/ Luxem-bourg	Den-mark[1, 2, 3]	France[3]	German F.R.[3] †	Ireland[3]	Italy[7]	Nether-lands[3]	United Kingdom†	*United States*[4]	*Japan*[5] †
1968	84	81	82	79	76	78	82	81	*90*	*73*
1969	92	90	91	87	86	83	90	89	*95*	*85*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	116	116	113	112	111	*106*	*114*
1972	126	129	120	121	133	124	126	126	*113*	*132*
1973	147	153	135	136	159	154	142	143	*121*	*163*
1974	178	188	159			189	168	166	*131*	*206*
1971 1st quarter	107	108	104	108	110	109	107	108	*104*	*108*
2nd quarter	110	114	107	109	114	111	110	111	*106*	*111*
3rd quarter	112	117	110	113	118	114	114	112	*106*	*116*
4th quarter	115	121	113	112	122	116	116	115	*108*	*117*
1972 1st quarter	122	123	115	116	127	119	122	121	*111*	*123*
2nd quarter	124	128	118	120	131	121	124	124	*112*	*129*
3rd quarter	127	130	121	122	135	126	128	127	*113*	*131*
4th quarter	132	134	125	126	140	130	129	131	*116*	*138*
1973 1st quarter	140	137	129	130	145	137	137	134	*118*	*146*
2nd quarter	144	151	133	135	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	143	141	168	168	148	150	*124*	*176*
1974 1st quarter	162	174	147	142	172	176	158	147	*126*	*173*
2nd quarter	173	186	155	151	188	184	166	159	*129*	*201*
3rd quarter	184	191	164	156	196	194	174	172	*133*	*215*
4th quarter	193	202	168		207	202	175	185	*137*	*217*
1975 1st quarter						225	184		*139*	*229*
% change latest three months:										
On previous three months	+4.9	+5.8	+2.4	+3.3	+5.6	+11.4	+5.1	+7.6	*+1.5*	*+5.7*
On a year earlier	+25.3	+20.2	+17.5	+14.2	+23.2	+27.8	+16.5	+24.2	*+10.3*	*+32.3*

† Seasonally adjusted.
[1] Including mining. [2] Earnings. [3] Hourly earnings industry: males. [4] Gross hourly earnings per productive worker. [5] Monthly earnings in manufacturing: regular workers.
[6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings. [7] Hourly-rates times average daily hours worked.
[8] Revised series.
Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reihe 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and United Kingdom ('Department of Employment Gazette').

Britain

Factories – for sale or rent

This week a further round of advance factories was announced, the second this year. Richard Czartoryski takes a look at the concept of advance factories and at a few of the firms that have chosen to set up and expand in them.

When Polaroid came to Britain 10 years ago to manufacture black and white roll films, it needed somewhere to start operating quickly, somewhere which would allow further expansion in the future, and where ample good quality labour could be recruited.

The company found all it wanted in the form of a 50,000-sq. ft. advance factory on the Vale of Leven Industrial Estate near Glasgow. This has since been extended to 175,000 sq. ft. and with the latest addition now being built it will be five times its original size. From an initial labour force of 150, Polaroid expects to be employing between 1,500 and 2,000 people. As Mr. R. MacLean, the company's manufacturing general manager, commented: 'It's not everywhere that you could build up your operations and staff to such an extent'.

The product range manufactured at the factory now includes the new Polaroid pack films, sunglass lenses and camera components. Some camera assembly work is also being done there. And the new extension will be used to manufacture new types of Polaroid camera currently being developed. Other possible locations for this latest activity were the United States and Holland.

Mr. MacLean puts the reliability of the labour force high on the list of factors which influenced this decision to manufacture in the UK. 'We have never had any delays in production through disputes. We have had little trouble in training our staff who are virtually all locally recruited and we now have considerable engineering expertise, so much so that we are making production machinery for both ourselves and the factory in Holland.'

The company received grants towards training as well as the other financial incentives offered in areas for expansion. Help was also provided in a number of ways by both the Industrial Estates Corporation and the local authority. For example, the Corporation helped sort out short-term problems of lack of storage space and the authority co-operated in providing housing for key workers.

The story of Polaroid in many ways illustrates just what Department of Industry advance factories are all about. They provide go-ahead businesses – whether they are starting from scratch or just moving home – with a means of starting operations with a minimum of delay in modern well-designed premises built in a number of shapes and sizes. They offer ample room for further expansion, at a location with good communications links with the rest of the country and where good quality labour is easiest to recruit.

Job opportunities

Advance factories are becoming an increasingly important feature of the continuing effort to transform the economy and the industrial prospects of Britain's areas for expansion. Each new factory built adds to the region's stock of modern factory space and brings with it new job opportunities in growth sectors, usually of a lasting nature. For even those firms who move in 'on impulse' – those who find demand unexpectedly outstripping capacity and need to move somewhere in a hurry – often do not move out again.

The concept of building factories in advance of demand goes back to the end of the war, although the seeds were sown between the two wars – a time when those regions which depended on coal mining, iron and steel, shipbuilding and heavy engineering were hit really hard. Between 1934 and 1939 the Government sponsored the setting up of industrial estates run by non-profitmaking trading estate companies. These companies mainly laid down basic services and built factories for rent to the specification of tenants and by 1939 some 12,000 people were employed in factories managed by them. The three main estates were Team Valley (Northern England), Treforest (South Wales) and Hillington (West Central Scotland).

Before the outbreak of war, the Report of the Royal Commission on the Distribution of the Industrial Population (the Barlow Report) was produced. Much of the thinking in this document, and in the White Paper on Employment Policy of 1944, was incorporated in the Distribution of Industry Act 1945. Among many other powers, it enabled the Board of Trade to provide premises in the development areas for industrial undertakings, and to provide financial assistance to trading or industrial estate companies in those areas.

Under this Act the Board of Trade began to build, through the agency of the estate companies, factories in the development areas in advance of demand. The advance factory concept was born. In 1960 the Industrial Estates Corporations – one each for England, Scotland and Wales – were formed out of the old estate companies.

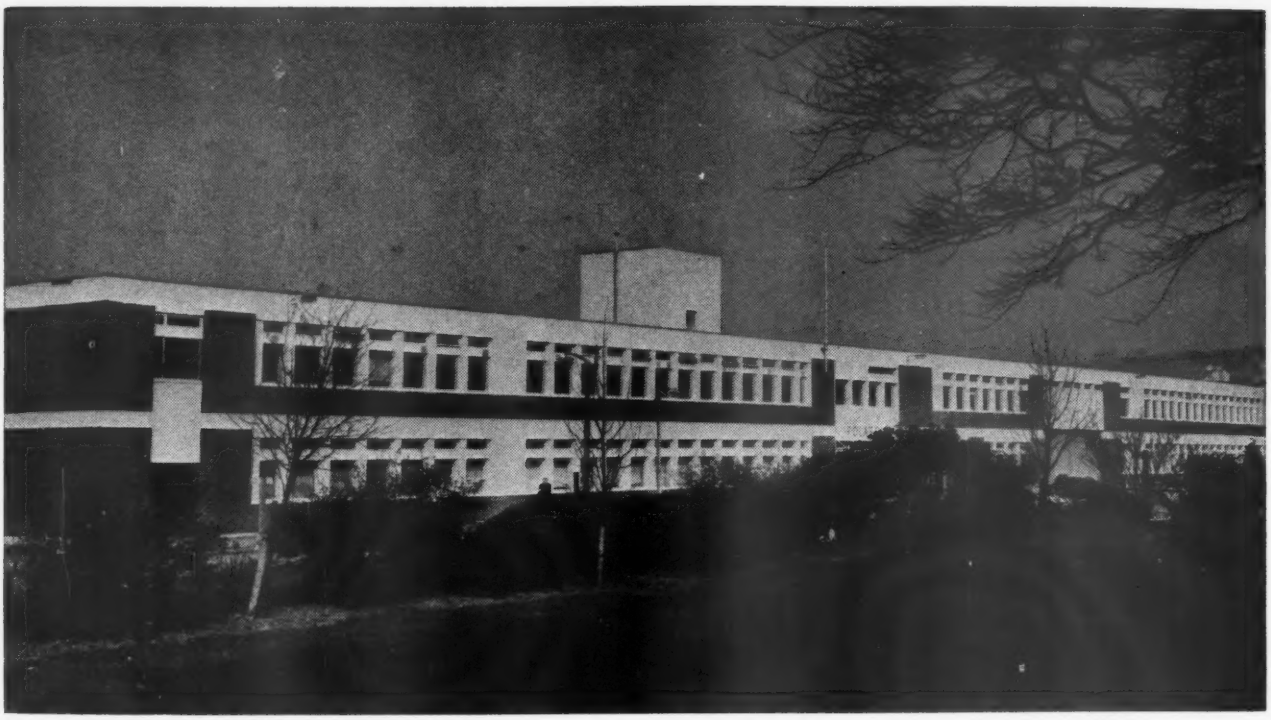
The Department of Industry, which owns the freehold of the estates and sites, leases them to the Corporations who carry out their activities under the direction of the Department. The estates managed by the Corporations fall into four categories:

Major purpose-built estates, such as Team Valley. These were taken over by the Board of Trade in 1960 though the Government have, in practice, had a say in their running since they began in the 1930s.

Smaller purpose-built estates developed since the war like Hartlepool or Swansea.

Wartime, generally Royal Ordnance, factories taken over in 1945, of which Bridgend is a good example. The factories often fall below current acceptable levels for occupation and an extensive programme of modernisation or rebuilding is in progress.

Small group sites of two or three factories, or single factory sites. Some of these are wartime factories, but many more are new factories sited where the population is small but a very high proportion is unemployed.



Part of the advance factory Polaroid are renting on the Vale of Leven Industrial Estate in Strathclyde. When building now in progress is completed the factory will be about 250,000 sq. ft. – five times its original size.

Since 1945, 665 advance factories have been authorised, providing an estimated 50,000 jobs. The factories come in a number of sizes, from 5,000 to 50,000 sq. ft., plus a few nursery units of 2,500 sq. ft. They are built to as near a state of completion as possible and are designed to enable firms in the widest possible range of manufacturing activities to occupy them. All the firms I spoke to were satisfied with the multi-purpose nature of the designs and found little or no difficulty in adapting them to their own particular activity. All factories have enough room for at least a fourfold expansion.

Attractive propositions

There is little doubt that advance factories prove attractive propositions. At present there is only a handful of units empty and available for occupation. July 1974 saw the first in a new series of smaller but more frequent advance factory programmes. These allow a more even spread of work and give greater flexibility and speed in responding to the needs of a particular area. Land is also being acquired in advance of need in order to save time in future and to have a stock of land always available.

Further programmes were announced in September and November and in February of this year, bringing the number of new factories approved over the past year to around 100, occupying over 1.3 million sq. ft. Once they are operational these factories should provide some 5,000 additional jobs in the areas for expansion. In fact, twice as many advance factories are being built this year than in past years.

A further programme was announced earlier this week. This will be the last for the UK as a whole because on 1 July responsibility for factory building in Scotland and Wales will be transferred to the Secretaries of State for Scotland and Wales.

Firms who move into an advance factory are offered a lot more than just a factory. The Industrial Estates Corporations will also develop and maintain the estate and help tenants with their problems. This includes advice on setting up and relocating a business, on matters like schooling, housing, recruitment, local transport facilities, insurance, training, publicity, right down to landscaping sites and cutting grass verges.

The financial aspect is an added attraction of taking over an advance factory. Rents are based on local market values which are usually lower than in the non-assisted areas. Projects which bring in sufficient new jobs may be offered a rent-free period of two years. In cash terms this is roughly equivalent to the regional development grant a purchaser of similar premises might receive. This can be particularly useful to companies in the crucial early years of a new operation.

Having land available at a number of industrial estates means that factories can also be built swiftly to firms' own specifications. Such custom built factories can be rented provided they contain no unusual features which might make them difficult to dispose of should the need arise.

Projects setting up in an advance factory qualify for building grants; loans on favourable terms; removal grants; training assistance and, except those in the intermediate areas, grants for new plant and machinery and the regional employment premium.

Of course, not all firms who move into an advance factory do so enthusiastically. Crescent Toys was told that it could not expand its original premises in London and so the company looked elsewhere. Now, some 23 years later, it can look back on a history of growth that Mr. H. J. W. Eagles, Crescent's managing director, admits would have been too expensive in London.

Crescent's growth can be expressed in a number of ways – in the size of the present factory, which at 150,000 sq. ft. is five times as big as the London one was; in terms of sales, which in the past decade have increased more than threefold with exports now accounting for 60 per cent of output; or in terms of the range of products, which has grown from a staple line in tin soldiers to include such items as toy clocks, chess sets, prams, vehicles, guns and so on, in a variety of materials.

Wales was chosen by Crescent for the simple reason that it was the nearest development area to the South East and the company's existing contacts, and because the management liked the place. The company was shown an almost completed factory at Cwmcarn near Newport, liked it and about four months later was already in business in the new home.

For three years Crescent kept on both the London and Cwmcarn factories before deciding to close the London one. Since then Cwmcarn has been extended from its original 40,000 sq. ft. to its present size and equipped with the most modern techniques. One extension incorporates a special feature developed in conjunction with the Welsh Industrial Estates Corporation so that a large proportion of the metals discarded during the manufacturing process – jagged edges, off-cuts and so on – can be recycled and fed back into the process. The factory was leased to Crescent for the first 11 years then the company decided to buy and was given a 20-year period to pay at fixed interest rates.

No regrets

Looking back the Crescent company has no regrets. 'In the long run we would have had to move out anyway,' adds Mr. Eagles. 'I believe that we would have been less competitive in London and there were certainly financial attractions in moving to Wales when and how we did.'

Development of a new product brought Penny and Giles Conductive Plastics to Wales. Since 1958 the Penny and Giles group of companies had operated from Christchurch, largely in the precision instruments field associated with the aerospace industry.

Then a major innovation in the use of conductive plastics in potentiometers generated a requirement for more factory space. This was in 1968. The market demand for the product was there but the space to manufacture wasn't and permission to expand in Christchurch was not forthcoming.

A separate company – Penny and Giles Conductive Plastics – was formed to manufacture and market the new product so that it was possible to leave Christchurch and start up in a new location. The company decided to make the most of it financially by setting up in a special development area. South Wales was chosen for its superior communications links with the company's potential customers. The production process allowed the company to make use of most kinds of building. A 25,000-sq. ft. advance factory was about to be built on the Newbridge Road Industrial Estate – and the company took it.

The early days were not without problems. While the factory was being built the company operated from temporary premises near their future home and trained a nucleus of staff. Moving from a non-union way of life to a highly organised union area also meant some re-adjustment. 'In adapting to local conditions and traditions,' says Mr. R. W. G. Rose, Penny and Giles' managing director, 'we found considerable goodwill and consequently no insuperable problems. We are now completely established and an integrated part of the community. About 95 per cent of our present workforce was recruited locally.'

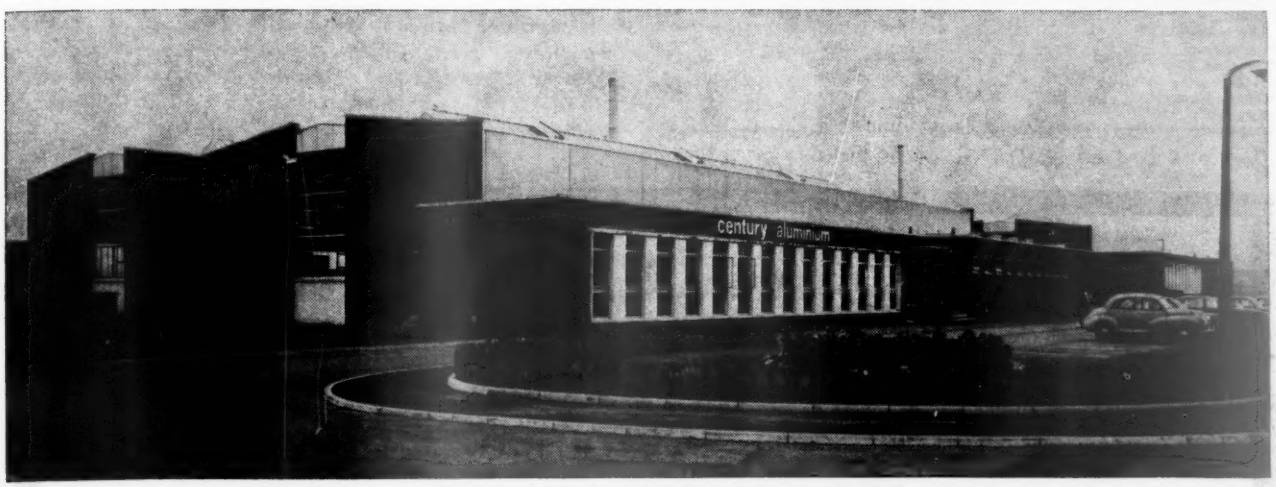
Since Penny and Giles started up in earnest in 1969, its workforce has increased from 20 to 140. In 1973 the company won the Queen's Award for technological innovation, and this year received a design award for its studio faders. 'There is still plenty of room for expansion,' adds Mr. Rose, 'which will undoubtedly be needed.'

Cigarette Components Ltd. has experience of operating in Government-built factories dating back to the pioneering days of 1948, since when the company had taken over eight buildings at Jarrow. By 1973 these had been extended as much as possible, reaching a total of nearly a quarter-of-a-million square feet. Including private building work, the total clear area at Jarrow amounted to half-a-million square feet. The company therefore looked elsewhere to expand production of filters – somewhere which would enable it to offer a quicker and improved service to certain of its customers, with good access to labour, and ideally between 45 and 60 thousand square feet.

It is the policy of Cigarette Components to site factories in areas for expansion for social reasons as well as the more obvious economic ones, so various alternatives were considered, mainly in Scotland, Wales and the North of England.

The company was full of praise for the help given by the Department of Industry's regional offices whose staff took them around the areas, showing them what was available, not only in the way of Government factories but also those of local authorities and private developments. The most suitable in fact turned out to be an advance factory a couple of miles from the centre of Burnley. At 20,000 sq. ft., it was smaller than the company's ideal, but with ample room for expansion. It also offered good access to customers and raw materials, and good quality staff, particularly female.

The company decided to buy the freehold in October 1973 and while the legal formalities were going on the factory was prepared for production, which began less than six months later. An extension is now being built which will bring the



Century Aluminium started life in this advance factory at Sanquhar, Dumfries and Galloway, in 1969. Its size has since been trebled from 20,000 to 60,000 sq. ft. and the company has also taken over other advance factories at Girvan and Birtlay.

factory up to about 100,000 sq. ft. which, if sales continue to expand, will enable the number of employees to be increased from the present 90 to about 160.

Being able to start operations as soon as financial backing has been arranged is of particular importance to a new firm about to set up in business. For this reason having a factory to move into – or at least having a site ready for building to start straight away – can be a boon. This is the view of Century Aluminium which started life in an advance factory at Sanquhar, in 1969.

Century Aluminium readily admits that for financial reasons it considered setting up only in a special development area. On top of all the usual regional grants it obtained a rent holiday for the first five years. The other important factors were availability of labour and room for future expansion. On all counts Sanquhar fitted the bill, although other places were visited in the North East and in South Wales.

'When we arrived, unemployment in Sanquhar was around 400, representing 23 per cent of the work force,' remembers Mr. I. Blackhurst, Century's sales director. The company made an appreciable dent in Sanquhar's unemployment, taking on nearly 100 employees, and the number has since swollen to around 250, in line with the factory's expansion, which has been extended at various times from the original 20,000 to 60,000 sq. ft. In this time sales have more than quadrupled.

Nothing but praise

'We have nothing but praise for the help we have received over the years from the Department,' added Mr. Blackhurst. In fact when the company wanted a separate factory to manufacture aluminium and plastics extrusions it again went to the Department to see what factories were available. As a result it took over a 20,000-sq. ft. advance factory at Girvan in May 1973 where it is now employing 50 people. A year ago it negotiated with the Northern Regional Office to take over a 50,000-sq. ft. factory at Birtlay.

I was left in no doubt that should Century ever need another factory in the future it will again look first at what there is available in the way of advance factories.

Advance factories – the latest state of play

Below is a list of advance factories which are either ready for occupation, currently being built or authorised to be built.

	Size			Size			Size	
Authorised	(m.²)	sq. ft.	Under construction	(m.²)	sq. ft.	Completed and vacant	(m.²)	sq. ft.
SCOTLAND								
Cowlairs 5	1,860	20,000	Ayr 2	2,325	25,000	Coatbridge 2	4,270	45,000
Easter Queenslie 1	2,325	25,000	Clydebank 4	1,860	20,000	Cowlairs 4	2,325	25,000
Easter Queenslie 2	2,325	25,000	Coatbridge 3	1,860	20,000	Inchinnan 1	4,650	50,000
Edinburgh 1	2,325	25,000	Cumnock 4	930	10,000	Motherwell 1	2,325	25,000
Greenock 2	930	10,000	Dundee 5	930	10,000			
Shotts 4	1,860	20,000	Dundee 6	2,325	25,000			
Falkirk 3	1,860	20,000	Germiston	930	10,000			
			Shieldhall	2,325	25,000			
			Tweedbank	930	10,000			
			Uddingston 3	1,860	20,000			
			Vale of Leven	2,325	25,000			
			Inchinnan 3	1,860	20,000			
			Kilbirnie	1,395	15,000			
			Kirkcaldy 2	930	10,000			
			Motherwell 2	930	10,000			
			Port Glasgow 3	930	10,000			
			Queenslie 6	2,325	25,000			
WALES								
Waterton 2	2,787	30,000	Cardiff	4,650	50,000	Nil	—	—
Landore 2	2,325	25,000	Rhyl	930	10,000			
Cwmfelinfach	2,325	25,000	Abercarn 2	4,650	50,000			
Wrexham	2,787	30,000	Maesteg 5	930	10,000			
Rogerston	2,325	25,000	Rhonnda 6	930	10,000			
Bridgend	2,325	25,000	Hirwavn 1	2,325	25,000			
Hirwavn 2	2,325	25,000	Tafarnau Bach 1	2,325	25,000			
Bangor 2	930	10,000						
Abercarn 4	2,325	25,000						
Aberbargoed	930	10,000						
Pontardulais	930	10,000						
Gwavn Cae Gurwen	930	10,000						
Fishguard	930	10,000						
Ynyscedwyn 3	930	10,000						
Porthmadog 2	930	10,000						
Gaerwen	930	10,000						
Afan Valley	465	5,000						
*Caernarvon	930	10,000						
*Gaerwen	930	10,000						
*Kenfig	4,500	48,000						
*Milford Haven	930	10,000						
*Penyfan	930	10,000						
*Pwhelli	2 × 450	2 × 5,000						

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Industrial and commercial property

Advance factories – the latest state of play – *continued*

Authorised	Size (m.²)	Size sq. ft.	Under construction	Size (m.²)	Size sq. ft.	Completed and vacant	Size (m.²)	Size sq. ft.
NORTHERN REGION								
*Ashington 6	930	10,000	Ashington 4	2,325	25,000	Cleator Moor 5	930	10,000
*Blyth 6	930	10,000	Bishop Auckland 4	930	10,000	Consett 5	1,395	15,000
*Derwentside	2,325	25,000	Consett 6	2,325	25,000	Workington 7	930	10,000
*Hartlepool	2 × 1,395	2 × 15,000	Hartlepool 7	1,395	15,000	Workington 8	1,395	15,000
*Hebburn	2 × 1,395	2 × 15,000	Houghton-le-Spring 6	1,395	15,000			
Newcastle 1	1,395	15,000	Houghton-le-Spring 7	1,395	15,000			
Stanley 6	2,325	25,000	Stanley 5	930	10,000			
Sunderland 9	1,395	15,000	Team Valley 6	1,395	15,000			
Sunderland 10	1,395	15,000	Team Valley 7	1,395	15,000			
*Thornaby	1,395	15,000	Teesside 6	1,395	15,000			
Tynemouth 5	1,395	15,000	Tynemouth 1	2,325	25,000			
			Blyth 5	1,395	15,000			
			Cleator Moor 6	1,395	15,000			
			Consett 7	1,395	15,000			
			Houghton-le-Spring 8	1,395	15,000			
			Team Valley 8	1,395	15,000			
			Workington 9	2,325	25,000			
			Jarrow 5	1,395	15,000			
			Ashington 5	930	10,000			
			Cramlington 10	2,325	25,000			
			Tynemouth 3	1,395	15,000			
			Tynemouth 4	1,395	15,000			
			Teesside 8	2,325	25,000			
NORTH WEST REGION								
*Althan (Hyndburn)	1,395	15,000	Knowsley 5	930	10,000	Nil	—	—
*Bacup or Haslingden	930	10,000	Knowsley 6	930	10,000			
*Barrow-in-Furness	1,395	15,000	Knowsley 7	930	10,000			
*Blackpool	1,395	15,000	Knowsley 8	2,325	25,000			
Burnley 2	1,395	15,000	Bromborough 1	1,395	15,000			
Irlam	2,325	25,000	Wigan 1	930	10,000			
*Merseyside	2,325	25,000	Wigan 2	930	10,000			
Speke 2	1,395	15,000	Wigan 3	930	10,000			
Speke 3	930	10,000	Bromborough 2	2,325	25,000			
Speke 4	930	10,000	Knowsley 9	2,325	25,000			
			Knowsley 10	1,395	15,000			
			Knowsley 11	1,395	15,000			
			Knowsley 12	1,395	15,000			
			St. Helens 3	1,395	15,000			
			Nelson	930	10,000			
			Knowsley 13	1,395	15,000			
EAST MIDLANDS REGION								
Claycross	1,395	15,000	Nil	—	—	Nil	—	—
Chesterfield	1,395	15,000						
YORKSHIRE AND HUMBERSIDE REGION								
Doncaster 4	1,395	15,000	Barnsley 2	930	10,000	Hull 2	1,395	15,000
Doncaster 5	1,395	15,000	Bridlington 1	930	10,000			
*Hull 5	2,325	25,000	Hemsworth 2	930	10,000			
Rotherham 1	1,395	15,000	Normanton 1	1,395	15,000			
*Rotherham 2	2,325	25,000	Bridlington 2	930	10,000			
South Yorks 1	1,395	15,000	Barnsley 3	930	10,000			
South Yorks 2	1,395	15,000	Barnsley 4 TU	930	10,000			
South Yorks 3	1,395	15,000	Hull 3	1,395	15,000			
			Hull 4 TU	930	10,000			
SOUTH WEST REGION								
Callington 1	930	10,000	Plymouth 2	930	10,000	Newquay 1	930	10,000
Camborne 3	1,860	20,000						
Newquay 2	930	10,000						
Penryn 2	930	10,000						
Penryn 3	930	10,000						
Penryn 4	930	10,000						
Plymouth 3	930	10,000						
West Penwith 3	930	10,000						
TOTAL ALL REGIONS	91,449	1,255,000		118,000	1,180,000		20,545	220,000

* Those factories marked with an asterisk comprise the latest programme of advance factories announced this week.
TU = Terrace Units.

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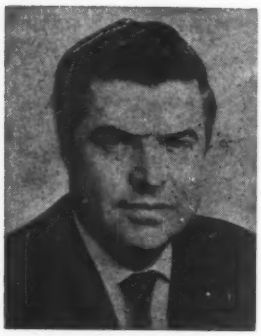
Britain

Moving experiences: office relocation and the work of LOB

by C. A. Prendergast, Chairman of The Location of Offices Bureau



Mr. C. A. Prendergast, Chairman of The Location Offices Bureau since April 1971.

Although the basic aim of industrial and commercial relocation is the same – to find the most efficient site for carrying on a business at the lowest cost – there are several significant differences between the two processes.

Choice of the ideal site for a new factory may not necessarily be a simple or rapid problem to solve, but the factors are relatively clear-cut. Obviously land on which to build, the requisite Industrial Development Certificate and planning permission are the first requirements (unless an 'off the peg' building on an industrial estate is the first choice). Accessibility by road, rail or water to both raw materials and markets can be estimated with some precision. A labour force with the necessary skills, or the possibility of retraining workers, has to be found by collaboration with Department of Employment agency officers, local authorities and others.

In most cases the building of a new manufacturing plant, or even the move of existing capacity, will not involve the transfer of more than a handful of staff.

Office relocation can pose completely opposite problems. The physical removal plays a very minor role, but the transfer of existing staff and the recruitment of new staff for an office are both complex, and both aspects play a major part in the choice of the new location. The expertise and goodwill of managers, specialists and other key staff are the 'working capital' of the office employer, as valuable to him as are the plant and machinery to the factory owner.

Unless a high proportion of these key staff can be persuaded to move with the office, and new staff of high calibre taken on to replace those who are unable to move to the new location, the attempt to move may well fail.

Having said that, the starting point for most investigations into office relocation is the availability of accommodation, at a rent the company finds attractive. In the experience of The Location of Offices Bureau (LOB), around 85 per cent of all organisations seeking office space are looking for accommodation already available for letting, or nearing completion. Compared with industrial property, very few organisations intend to build for themselves.

The situation at the moment favours the organisation wishing to move away from London. In the spring of this year the LOB property register carried nearly 19 million sq. ft. (over 1.7 million sq. m.) of office space available or under construction up and down the country, about 2 million sq. ft. (185,000 m²) more than 12 months previously. Based on the building costs of two or three years ago, the rents in most provincial towns and cities are around £2-£3 per sq. ft. (£21-£32 per m²) per year, rising to £4 per sq. ft. (£43 per m²) in a few city centre sites. By comparison, rents for new buildings of similar quality in central London range from £9 per sq. ft. (£97 per m²) to as high as £18-£20 per sq. ft. (£193-£215 per m²) for prime positions in the banking districts of the City of London.

Admittedly, the trend is for London rents to stabilise or even fall back slightly, since there is an excess of supply over demand – although not in the same generous scale as in the provinces. However, even if central London rents were to fall by as much as 20 per cent in 1975, the differential would still be very considerable.

More important is the fact that for economic and fiscal reasons very little new development is now starting anywhere in Britain. The present supply of office space will quickly be eroded and rents everywhere, but especially in the South-East, will start to rise again.

Availability of office space and the second factor, availability of staff, are so close in importance that in practice a firm will almost always consider them simultaneously. The likelihood of being able to recruit new office staff in a given town is extremely difficult to predict. Of course, it is commonsense that the relocation of an office with several hundred new jobs will presuppose the existence of a certain minimum level of population within commuting distance of the new location. But unemployed clerical workers do not show up in quite the same way as do unemployed coal miners or capstan lathe operators. This is partly because clerical jobs can often be filled by female workers who are not registered as unemployed, such as married women who will be pleased to take up a clerical job with a new firm moving into the area.

Furthermore, office workers are generally prepared to travel longer distances to and from work than is the case with industrial staff. If Barclays Bank, in transferring many of its head office departments to rural Knutsford, had

relied on the resident population alone they would have been hard put to it to support a total of around 1,500 jobs, but in the event the company recruited satisfactorily from all over north Cheshire.

Population figures, therefore, must be studied carefully and in conjunction with a map from which a 'catchment area' for staff can be worked out. Among the information that LOB provides on this score are estimates for the numbers of school leavers each year in major towns, and an indication of their education level. Additionally, LOB often recommends that an inexpensive trial recruiting campaign be run in the area, using press advertisements to test how many people may be persuaded to join the firm when it arrives.

Finally, the attractiveness of the move to existing key staff will be governed by the amenities of the new location and also the financial inducements offered by the company to those who have to move house and family. The main concerns of staff on the move to a town that will be completely unknown to most of them are housing and education, with other amenities such as shops, leisure and cultural facilities rating less importance.

Payments by the company to staff who elect to move with their jobs normally cover expenses such as estate agents' and legal fees, household removal costs, perhaps a contribution towards new carpets and curtains, school uniforms and the like. There is also often an extra 'umbrella' payment, sometimes described as a 'disturbance allowance'. From the case histories prepared by LOB* and others it is clear that the overall cost of the move to the company can amount to around £1,500 per employee.

Perhaps this is the point to mention that, offsetting this cost, a company moving offices to one of the Areas for Expansion will get a grant of £800 per employee moved with his work, up to 50 per cent of the jobs to be created in the new location (the subject was well covered in an article in *Trade and Industry* of 31 October 1974).

The final factor in the choice of location is the ease of communications. Unlike industrial location, where physical movement of raw materials and finished product is all-important, the office manager must provide mainly for the transmission of information by post, telecommunications and personal contact. This whole area is of such great importance that it merits an article on its own.

Very briefly, however, the organisation thinking about moving offices has to take a look at all its existing communications patterns, both internal and external† and determine which information can be exchanged only at face-to-face meetings, and where postal or telecommunications are a practical and economic alternative.

It is safe to say that in every large organisation there will be individual departments, divisions or blocks of work that can be carried out efficiently regardless of location. A number of comparatively tiny organisations, with fewer than 10 office staff, have moved considerable distances from their original bases in central London, to the Midlands, East Anglia, even as far as Cumbria. Some have reported that one of the benefits of the move has been an improvement in what might be called 'communications discipline', making the best use of all communications techniques and, in particular, making more efficient use of time spent on meetings.

Both telecommunications and physical communications have improved rapidly over the past few years. Apart from the common business tools such as telex and telephone, the relocated business can call on electronic facsimile transmission, Confravision, wideband circuits and other techniques. Recently the Civil Service has been experimenting with a device called the Remote Meeting Table (RMT). The RMT has six microphones and six loudspeakers, enabling participants at a meeting to speak to another six people seated around a similar table at the other end of Britain.

New motorways, the speeded up rail services and the internal air services have all helped to bring more and more regions within easy 'day return' distance of London.

So far we have looked at the problems that have to be solved, and at some of the costs inherent in an office move; even allowing for all

* LOB has a (free) publication, entitled *A summary of case studies*, which contains information on this and other practical points, distilled from the experience of 20 organisations moving offices.

† The term 'communications audit' is used by Goddard and Morris in their excellent report *Communications and the Decentralised Office*, to be published shortly by Pergamon Press.

LOB

the advanced techniques it is fair to say that communications costs are bound to increase with decentralisation.

The benefits to be gained by the organisation, on the other hand, are best demonstrated by figures. Table 1 draws comparisons between office costs in London and in other parts of the country. Column A takes a relatively low rent for brand new offices in central London (around £9 per sq. ft., £97 per m²) and indicates the savings to be made from a move (1) to the London suburbs and (2) to the lower-cost areas elsewhere. Column B starts from one of the *highest* rents for new offices in central London (£18 per sq. ft., £194 per m²) and shows the savings in the same way.

One must also take into account the savings on clerical wages. The median salary for secretaries in central London is £39 per week, while £28.75 per week is the highest median in the main provincial towns and cities*. These differentials do not apply to all grades, but averaged out the saving per employee per year is unlikely to be less than £200.

There is, furthermore, the 'quality of life' argument. A survey by London School of Economics researchers in 1974 indicated that nearly 50 per cent of senior white-collar workers in central London would, if offered the opportunity, prefer to live and work elsewhere in Britain. The strain of constant long commuter journeys, unreliable transport services, overcrowded roads, poor working conditions and a generally oppressive environment are real disincentives to the London office worker. Improvement in standards of living, morale and, by implication, efficiency, have been recorded by many of the organisations whom LOB has helped to move.

Finally, what practical advice has LOB to offer, at this particular moment? The Bureau is the only organisation that can fairly claim to have information about office location across the country as a whole. This information covers all the factors discussed in this article – actual accommodation, staffing, recruitment, communications, housing and general amenities. During the 12 years of LOB's existence, a body of experience has been built up that covers all the many practical aspects of an office move, and – most helpfully from the new client's point of view – many of the successful movers of the past are willing to talk freely about the problems that they faced, and the ways in which they were overcome.

Table 2 shows the level of inquiries, the numbers of jobs to be moved and the 'success rate' in terms of moves actually completed since the Bureau was set up in 1963.

Certainly, over the 12 years the situation has changed, especially as regards rent differentials. There is now very little advantage, to the average firm, to be gained from a move from central London to the suburbs. The whole of the south-east region forms a noticeable, if slight, rent plateau. By far the greatest financial advantage, therefore, comes from a move right outside the South-East and, of course, added to the savings from such a move is the real bonus of the Government incentives for moves to the Areas for Expansion.

TABLE 1

	A – London low rents		B – London high rents	
	(1) Suburbs	(2) Elsewhere	(1) Suburbs	(2) Elsewhere
Central London rents	£9	£9	£18	£18
Rents outside London	£6	£2	£6	£2
Saving per sq. ft. per year	£3	£7	£12	£16
Average total space per employee is 120 sq. ft.*: therefore extra cost of space per employee	£360	£840	£1,440	£1,920
Add saving on rates of about one-quarter the rental saving	£90	£210	£380	£480
Total saving on rent and rates	£450	£1,050	£1,820	£2,400
Savings on clerical salaries	£200	£200	£200	£200
Total potential saving per employee per year	£650	£1,250	£2,020	£2,600

* This figure does not include canteens, car parks and common access areas, since this gross figure could vary considerably according to the size of the firm and its overall requirements.

TABLE 2

Year	Inquiries	Jobs to be moved as represented by inquiries	Firms moved	Jobs moved
1963/64	346	30,972	5	185
1964/65	510	32,823	99	6,665
1965/66	385	30,845	154	10,601
1966/67	300	23,927	145	11,437
1967/68	245	19,301	198	13,978
1968/69	200	12,920	145	11,220
1969/70	168	15,835	130	8,288
1970/71	252	26,220	111	8,632
1971/72	284	23,616	169	12,845
1972/73	398	39,445	182	10,002
1973/74	421	38,244	216	14,700
1974/75*	196	19,647	102	9,414
Total	3,705	313,795	1,656	117,967

* This figure is for the first nine months of the year, only.

* 'Survey of Secretarial and Clerical Salaries', The Alfred Marks Bureau, April 1975.

The new Merseyside–

emerging now as a major European industrial expansion area

Things are changing fast on Merseyside. The area now contains a strong and varied cross section of national and international companies. Within the last 12 months go-ahead companies moving into the area have included the American based offshore supply company Cooper-Bessemer, Dubilier Electronics, and Tristeels.

Merseyside has also attracted in the same period the head offices of companies who have moved North to take advantage of lower rents and a plentiful supply of secretarial and clerical workers –these include the headquarters of Pioneer Insurance and the headquarters of Blue Star Shipping Lines.

Of the top twenty manufacturing companies in the U.K., no less than fifteen have plants on Merseyside.

The expansion programme planned by existing industry on Merseyside, apart from companies planning a move into the county, aggregates more than £50 million. Investment of this size obviously stimulates the need for component and service industries to meet the demands created by the expansion.

Why Merseyside?

The County now has Special Development Area Status and is exceptionally well placed for easy access to Britains newest Motorway network, and companies on Merseyside are now reaping the benefit. The implications of these facts are obvious, but this is only part of the full story.

Factory sites and warehouse accommodation at really competitive prices and low operating costs.

A range of fully serviced industrial sites, and new factory units, as well as older buildings is available for sale or lease, at prices considerably lower than those in the South of England (commercial property rents in Liverpool tend to be between 1/8th and 1/4 of London levels and many companies have moved from the South of England to Merseyside where they pay £1.00 per sq. ft. for premises as opposed to £8.00). The chart below will give an indication of the kind of accommodation available.

Main Industrial Sites (Serviced or partly Serviced)	**4 - 126 acre sites**
Existing Factories/ New Buildings	Units of 2600 sq. ft. to 40,000 sq. ft.
Modern Buildings	Units of 4000 sq. ft. to 30,000 sq. ft.
Older Buildings	Units of 3300 sq. ft. to 26,000 sq. ft.
Office Buildings	Units of 875 sq. ft. to 233,000 sq. ft.
Land zoned for Industry	Over 850 acres Units of 7 to 200 acres)

A vast pool of skilled labour

Merseyside has the biggest reserve of skilled and un-skilled labour in England. For further information about labour relations on Mersey side and the experience of successful companies in the area, ask for a copy of "Effective Management" from the address below.

Increased Productivity.

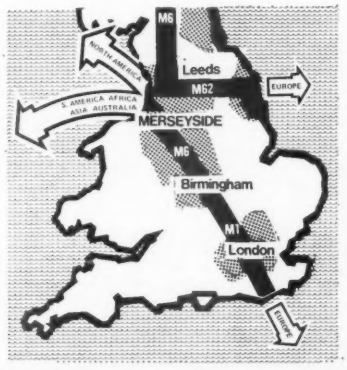
Distinct improvements in investment by a number of industries mainly in engineering and port related companies has improved productivity, and in some cases port productivity is up by 30%. . .

First class communication

–that means 60% of U.K. exporters are only a couple of hours away!

Merseyside has it all ways. The extensive motorway and rail network is linked directly to the port facilities.

The map shows the major industrial areas and their proximity to Merseyside.



No favouritism on Merseyside.

Diverse multi-nationals, medium and small firms stand side by side on all Merseyside's expanding industrial sites and each can expect to receive the same help and attention from our Industrial Development Office. We are well aware that they are inter-dependent, and that a buoyant industrial area needs the small component companies as much as it needs the multi-nationals.

How to get expansion moving.

Expansion in Merseyside makes good sense, so when you seriously consider such growth, Merseyside's Industrial Development Office has a comprehensive information service to enable companies to compile a complete dossier on industrial and factory sites, purpose-built to your requirements. MIDO will explain how you can get the maximum benefit from the range of financial incentives. The service includes information on the availability and location of housing, education and welfare facilities for company employees and their families.

Write to or telephone:
James Gorie, Director of Commercial and Industrial Development, Merseyside County Council, 8th Floor, Sefton House, Exchange Flags, Liverpool L69 2JD
Tel: 051-236 0214/5

or
John Price, Director, Merseyside Development Office, 5 Chancery Lane, London WC2A 1LH.
Tel: 01-405 0488.

Merseyside
COUNTY COUNCIL

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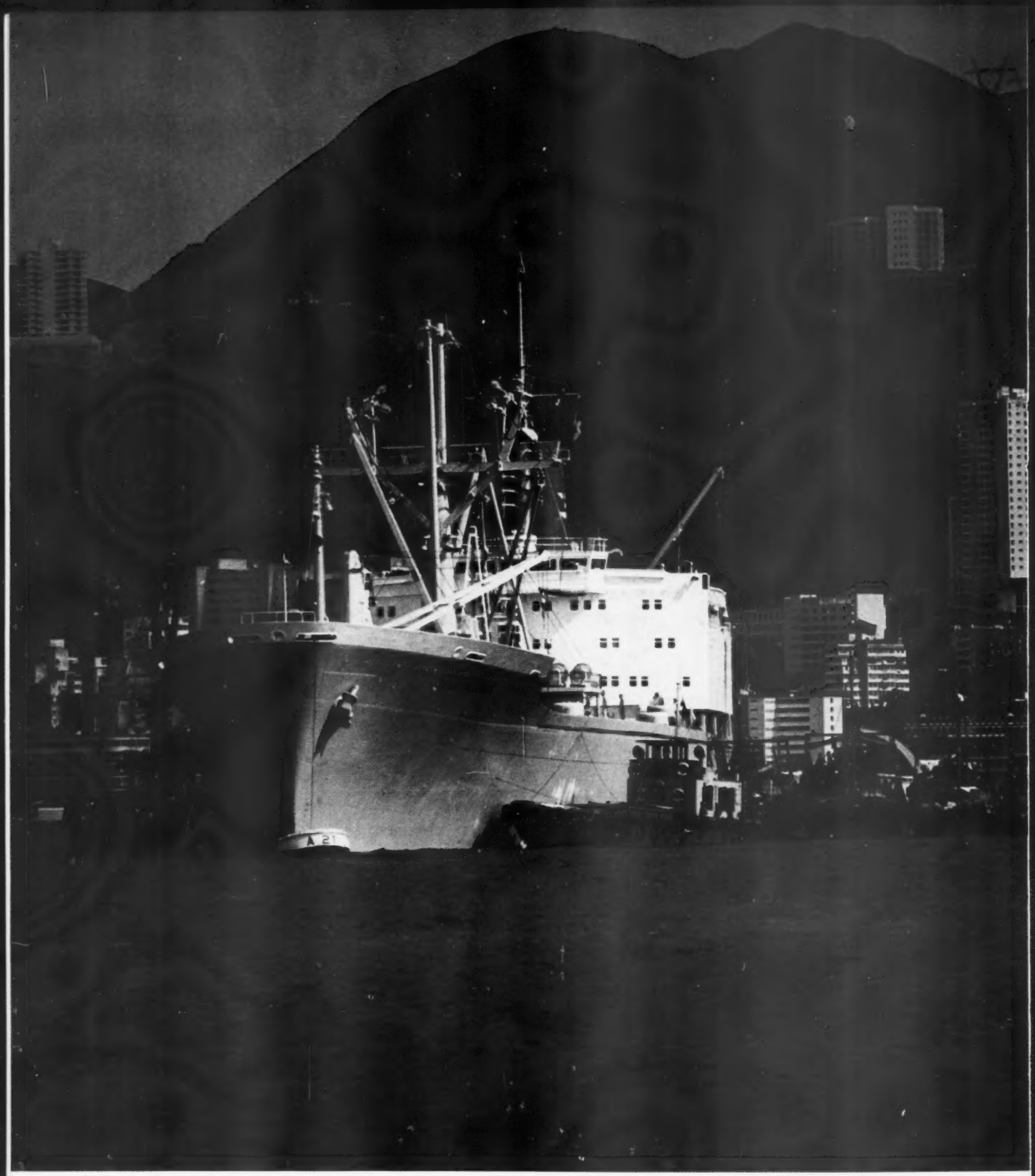

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P&O are renaming their General Cargo ships with names beginning with STRATH. All the Straths will be easily identifiable in their new and distinctive livery.

The world trade routes connecting the UK and Europe, Arabian/Iranian Gulf ports, Red Sea ports, India, Pakistan, Sri Lanka, East Africa, Japan, Mediterranean ports, New Zealand and Australia will be served with a fleet of some 75 ships capable of handling break-bulk/unit loads,

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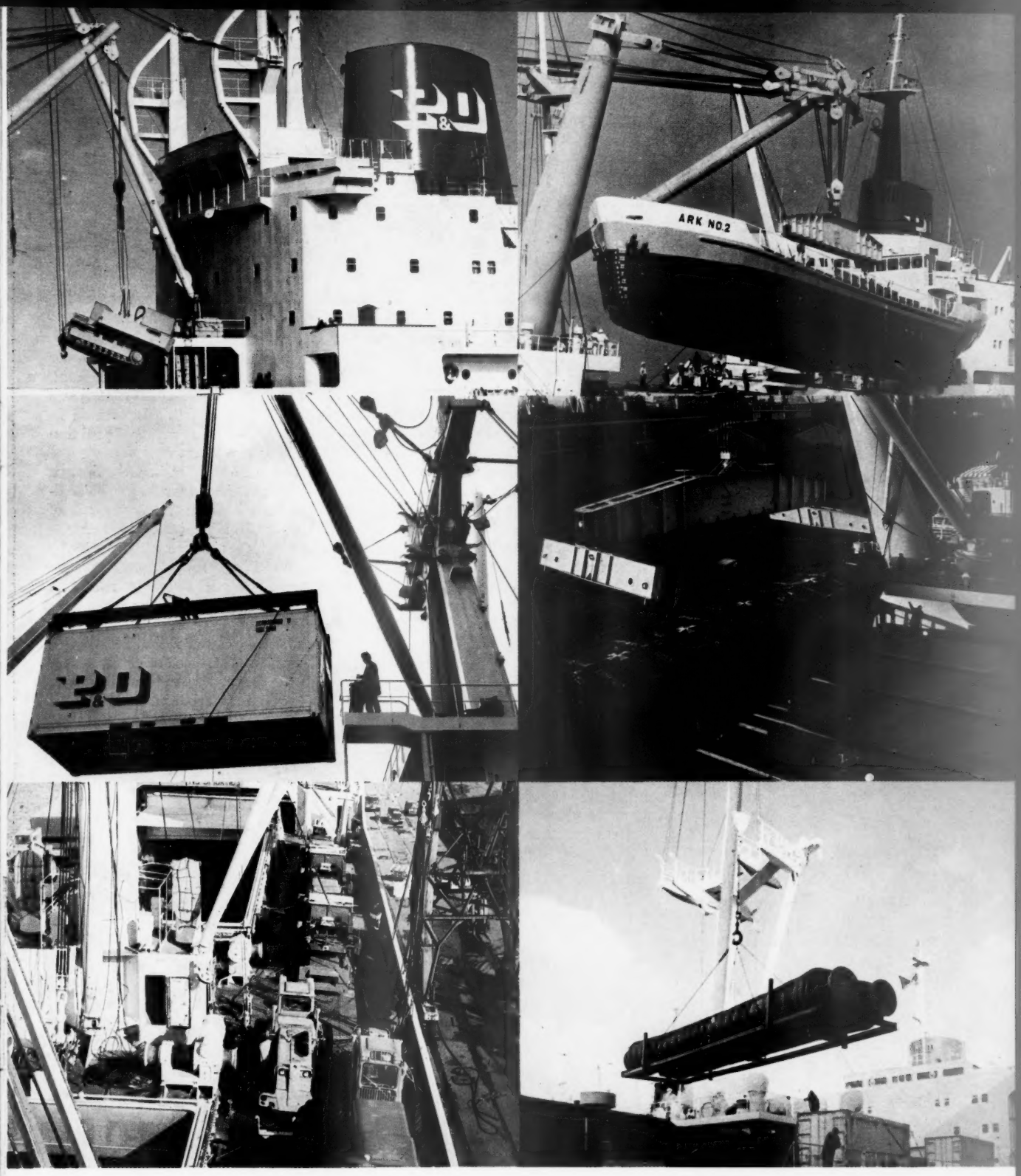

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Details of the STRATH SERVICES can be obtained from: P&O General Cargo Division, Beaufort House, St Botolph Street, London EC3A 7DX. Phone: 01-283 8787

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Your Trading Partner

LOB

Following tradition to the Mersey

Ian Milward, general manager of Blue Star Ship Management Ltd.

When Blue Star Ship Management decided to move out of London, they were in fact acknowledging tradition. Out of a wide range of alternatives they had finally chosen Liverpool, the home of many shipping companies in the past, and also the home of Lamport & Holt and Booth Steamship, whose ships, together with those of Blue Star Line, are all to be jointly managed in future by Blue Star Ship Management.

With three different offices in London, it was first decided just to rationalise by getting them together, operating as a unit. This led to reappraisal of the whole organisation, back to basic premises, which were, it was decided, better out of London.

Initially they looked at areas near the capital, since most of the staff were London based, but being realistic, they had to admit that the majority would probably leave anyway. The firm had historic connections with Liverpool and had other companies there already. As it was a special development area, maximum incentives applied (five years' rent free accommodation and £800 per employee moved).

The decision to move to Liverpool was announced in May last year. Merseyside Development Corporation organised a reception in London for staff, where questions were answered about schools, shopping, housing and sports. In the event, out of a total staff of about 100, 25 moved up to Liverpool – virtually the entire 'key' staff. In Merseyside, the Department of Employment helped find new workers. They arranged the times and places for interviews and for the testing of secretaries.

Blue Star Ship Management started work in their new head office in Liverpool on 16 December 1974.

Immediate benefits included an enormous saving in rent. Space which had cost the company £16 a sq. ft. per annum in London was costing about £2.50 a sq. ft. per annum in Liverpool. The company was saving £$\frac{1}{4}$ million in rent alone every two years.

New staff were plentiful. During recruitment 150 people were interviewed for 50 jobs. Traditionally, shipowners have been moving out of Liverpool, leaving behind trained staff, many of whom liked working for shipping companies.

Ian N. Milward, general manager of Blue Star Ship Management, says 'It makes a difference, not having to fight your way in on a train'. He claims he spends an extra hour-and-a-half at work, and still sees more of his wife.

The new offices are light and modern, with a fine view of the harbour. And, unlike their previous headquarters in London, there is room for expansion.

The Mersey waterfront at Liverpool on which is situated the new head offices of Blue Star Ship Management. The Blue Star building is slightly to the right and behind the group of buildings in the left foreground containing the Royal Liver Building.

Owing to foreseen circumstances now is the time to move office.

At the moment, The Location of Offices Bureau has on its register nearly 19 million square feet of office space outside Central London, either vacant now or under construction.

This figure is likely to drop very rapidly, for two reasons.

One, prices are currently as low as £2 a square foot.

Two, the supply of new buildings is drying up.

The outcome is bound to be a rise in rents and a fall in choice.

So, whether you want to talk about moving all or only part of your office work away from London, you'd better get a move on.

Contact LOB on 01-405 2921.

LOB's service is free.

LOB

The Location of Offices Bureau, 27 Chancery Lane, London WC2A 1NS. Tel: 405 2921.

LOB

The best of both worlds

Consulting engineers Posford Pavry and Partners came face to face with the realities of London office life when the Victoria Street, Westminster, building in which they worked was scheduled for demolition. Before this trauma, it had not occurred to the firm to think of being anywhere but London.

Their business was worldwide, and being based in one of the world's great commercial capitals, where they could be in daily person-to-person contact with the international business fraternity, was considered an obvious necessity.

Another necessity for Posford Pavry – a successful firm, but by no means a giant organisation with immense funds – was to move their staff to different premises economically. This meant finding another building offering accommodation at a realistic rent or obtaining a reasonably-priced site on which they could build their own offices.

On the face of it, they sought the impossible dream – cheap offices in London. Central London, with rents rapidly climbing to daunting levels, was automatically eliminated from their thinking. Then anxiety really set in when a search of the London suburbs revealed the same cost problems and lack of long-term security.

Now faced with an apparent choice between closing down or moving out, Posford Pavry found an answer which enabled them to have their cake and eat it. It was not necessary, after all, to abandon London altogether in order to escape its economic ravages. A small office, maintaining the firm's name and a limited number of staff in London for the convenience of clients, could be found at a fraction of the cost required to sustain the entire operation there.

The much more extensive space-demanding needs of the great majority of staff and equipment could then be met outside London, with an enhancement rather than a loss of efficiency, providing the new location was still close enough to London for the two 'arms' of the firm not to lose touch with one another.

Posford Pavry looked at a number of towns before finally deciding to build the main office in Peterborough, an old cathedral city rapidly expanding to twice its 1970 size under a £600 million New Town programme.

Peterborough, like all the New Towns, had the usual and obvious attraction for firms wanting to move away from London: a ready supply of development land harnessed to an overall city expansion scheme, at prices much lower than those being asked anywhere in London or its suburbs. The city is also just outside the area where office development permits are needed. It has a development corporation, an agency of Central Government, which is set up to carry through a New Town programme, and which is much more than a collection of planners and purveyors of commercial and industrial land.

In effect, the corporation becomes a locally-based consultancy for incoming firms, as well as negotiating terms for sites or premises in the first place. Its job extends far beyond the narrow commercial agreement, to take in a variety of forms of help, ironing out the administrative, housing and social problems connected with the move. The corporation has a wide-ranging function. It builds houses for rent, stimulates private housing for sale, and is responsible – either directly or in partnership with other authorities – for roads, services, shops, schools, health facilities, landscaping and leisure amenities.

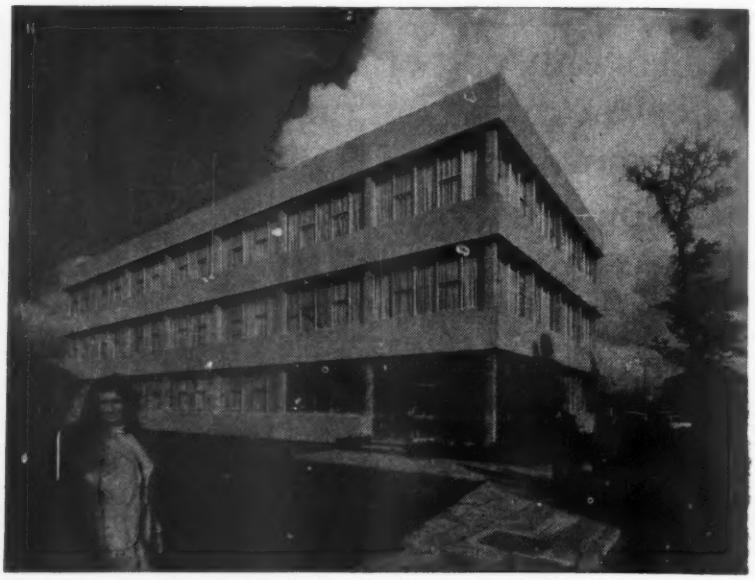
It was the presence of a development corporation, and the help it was able to give before, during and after the move, which was a crucial factor in Posford Pavry's successful relocation story. The choice of Peterborough as an alternative location to London depended to a large extent on the specific individual requirements of Posford Pavry, over and above the important basic cost considerations which would apply to any firm.

London itself remained the key, and Peterborough's proximity to the capital – about 70 minutes by train, and two hours by car from central London using the A1 road – was a starting point against which other advantages and disadvantages had to be measured.

Mr. Alastair Stirling, one of the firm's partners, underlined the point: 'We could not exist without our London office. Any firm of our size with our range of clients, from home and overseas, could not relocate completely from London and survive. Many of our clients expect to see a London address on our notepaper. It will be many years before similar companies who make the decision to relocate can dispense with London offices completely, although it may be different for other types of company.'

Posford Pavry started in 1944 and established offices in Victoria Street in 1950. In 1970 an associate partnership was established in Sydney, Australia, as Posford Pavry Sinclair and Knight. The firm operate mainly in maritime works, transportation, and commercial and industrial building projects.

When forced to look outside London for its headquarters, the firm investigated a wide variety of places, which included Milton Keynes, Bracknell,



The modern, spacious building in Peterborough occupied by Posford Pavry and Partners.

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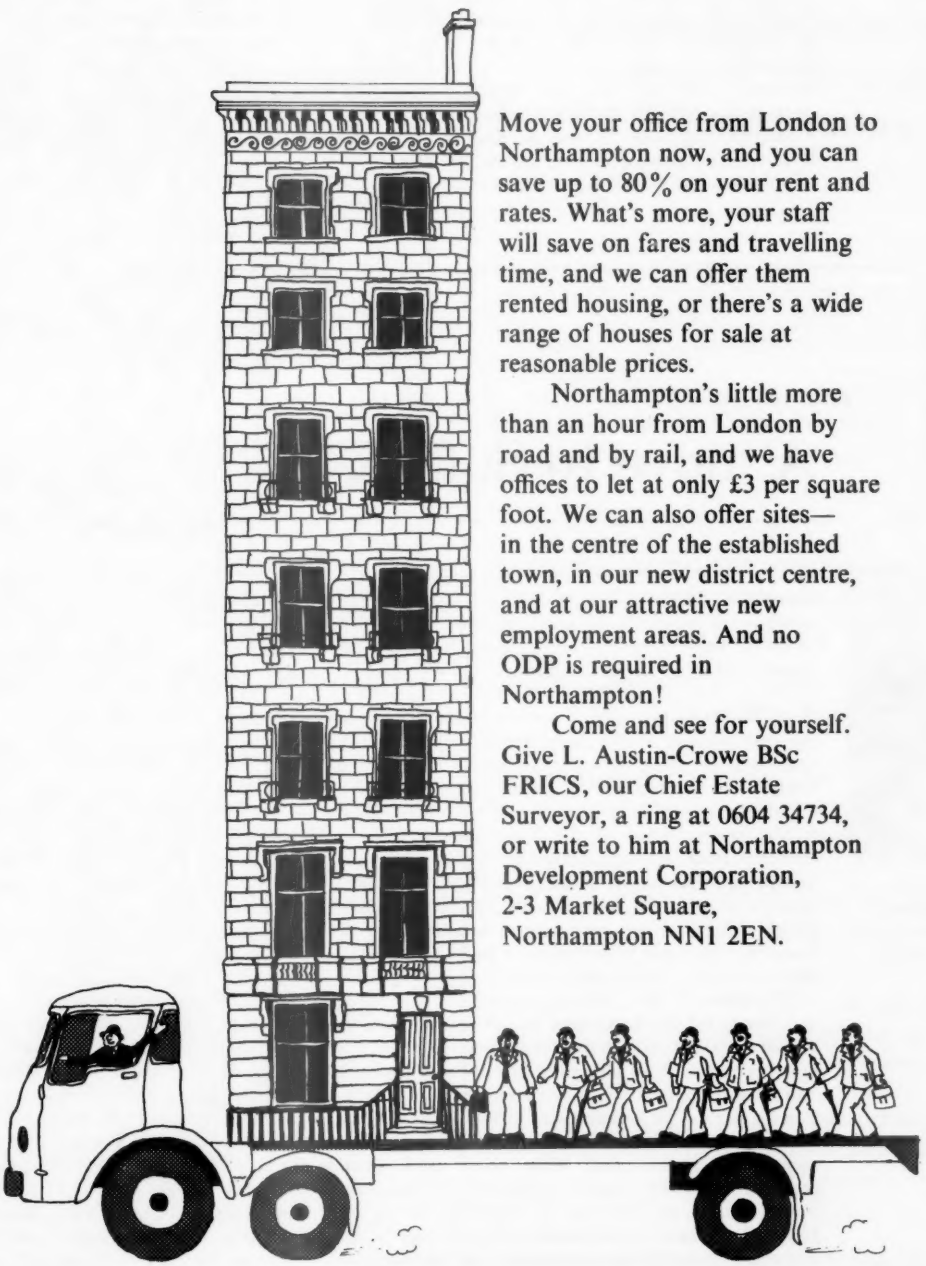

Move your office from London to Northampton now, and you can save up to 80% on your rent and rates. What's more, your staff will save on fares and travelling time, and we can offer them rented housing, or there's a wide range of houses for sale at reasonable prices.

Northampton's little more than an hour from London by road and by rail, and we have offices to let at only £3 per square foot. We can also offer sites—in the centre of the established town, in our new district centre, and at our attractive new employment areas. And no ODP is required in Northampton!

Come and see for yourself. Give L. Austin-Crowe BSc FRICS, our Chief Estate Surveyor, a ring at 0604 34734, or write to him at Northampton Development Corporation, 2-3 Market Square, Northampton NN1 2EN.

Welwyn Garden City, Norwich, Bedford, Beckenham, Orpington, Ashford, Hastings and Redhill. 'In each case we would get several of our criteria right, but nowhere did they work out so well as Peterborough,' said Mr. Stirling. 'We had tremendous help from Peterborough Development Corporation which went a long way towards making our decision.'

Eventually, the firm acquired a long lease on a Development Corporation site at Bretton, first of three new townships being built west of Peterborough. There they designed and built 18,000 sq. ft. of offices for themselves, with on-site car parking and room to expand the premises to 30,000 sq. ft. if necessary.

Over 70 people work in these offices, and a further 20 are employed in the firm's retained London office in Westminster. About 30 to 40 per cent of their original London staff moved with the firm to Peterborough, and they had no difficulty recruiting secretarial and other staff from the new area.

Mr. Stirling said: 'It will be four or five years before we can make a final verdict on the move – but the physical move itself went very smoothly, and even at this early stage we firmly believe we have made the right decision.

'The Corporation were able to provide not only the Bretton site, but temporary office accommodation, and houses for employees, both of which enabled us to start moving staff from London a full year ahead of the completion of the new offices. This meant staff could move at the time which suited them to fit in with selling houses and arranging schools for their children. The immediate availability of rented houses was an important factor for many of our staff.

'It gave them the choice of staying permanently in their new rented homes, or using them as interim accommodation while they negotiated purchase of private houses. This was particularly helpful for staff who experienced delays selling their houses in London. It eliminated the worry of possibly having to pay two mortgages for a period.

'These things made the difference between staff moving with us or losing them altogether. Another great help to us were staff tours of Peterborough organised by the Corporation, and the talk with slide-show given in London by Corporation staff.'

LOB

A move to Suffolk

Mr. J. K. H. Butterworth, finance and administration manager of the Institution of Mechanical Engineers.

Among LOB clients who have taken advantage of a move out of London to cut costs are a number of professional institutes. So far 30 institutions, known to LOB, have moved over 800 jobs from central London. Many of these institutions are small, employing fewer than 25 staff, but one of the larger professional bodies to have moved out of London recently is the Institution of Mechanical Engineers. The Institution, because of its size, has been able to reap the benefits of decentralisation while still retaining a substantial part of its organisation in central London.

The headquarters of the Institution remain in Birdcage Walk in Westminster but those departments dealing with accounts, subscriptions and the qualifications of members, as well as the Institution's publishing company, are now housed in a building in Bury St. Edmunds which used to be the classroom block of a girls' independent school.

The idea of decentralisation had for long been considered by the Institution but the rising costs of accommodation in London, together with the increasing difficulty of obtaining clerical staff, led the administration, in 1973, to actively seek a new location for parts of its organisation. It was felt that those sections of the Institution which dealt with Government departments and with other professional organisations must remain in London to maintain these contacts. In addition, the headquarters of the Institution needed to be located at a focal point in the national communications system for ease of access by members. The departments selected for dispersal were those sections which had least contact with outside bodies. However, as Mr. Butterworth, the finance and administration manager who organised the move, pointed out, the decision to divide the organisation between two locations meant that the decentralised office needed to be within a reasonable travelling distance from London so that senior personnel could attend meetings and make the return journey between the two offices in one working day. The Institution felt that despite the incentives available for dispersal to towns within the assisted areas this distance factor ruled out the possibility of relocation so far away from London.

Another important requirement for the decentralised location was the availability of housing for those London staff who opted to move with the Institution. About half of the 25 staff who moved with their jobs to the new location required rented housing. This led the Institution to consider relocation to one of the GLC expanding towns where rented housing is generally more readily available to newcomers. The Institution was also anxious to avoid towns which had attracted large decentralised offices, such as those of insurance companies, where there would be severe competition for local clerical labour. An extra advantage of Bury St. Edmunds was the fact that the area was thought to be attractive to staff who would need to move.

As staff recruitment had in London been a serious problem, the Institution made extensive inquiries in the area to assure themselves that sufficient staff would be available. Information on the local labour market was provided by the Employment Exchange, technical colleges and by Mr. Butterworth's own knowledge of the area. The favourable impression of recruiting potential gained from these sources was borne out by the Institution's experience of recruiting about 50 clerical staff of various grades.

In May 1974 the Institution made a firm decision to move to Bury St. Edmunds and the staff were informed. Staff who were considering moving were shown around the area and were given information on the town and its facilities by the GLC. Those who decided to move with their jobs were provided with transfer allowances, and extra travelling expenses

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At the Annual General Meeting on June 18th, the Chairman Mr. H. P. Barker reported that:

Musical Instruments	'Our order book for brass instruments is full'
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Prospects	'The long term prospects for the music business are very good. Music as a human activity seems to have as long a future as it has a past. Results to date confirm my earlier optimism'

Copies of the 1974 Report and Accounts are available on request from the Secretary, 295 Regent Street, London W1A 1BR

The Bury St. Edmunds building, in its garden setting, which houses the accounts, subscriptions and membership qualifications departments, as well as the publishing company, of the Institution of Mechanical Engineers.

were paid to those who had been unable to move house by the time they were required to take up posts in the new location. The employees who had opted, for personal reasons, to remain in London were offered inducements to remain with the Institution until the move took place.

At present the Institution employs 85 staff in Bury St. Edmunds, including the 25 people transferred from London, but the existing building provides room for expansion and it would be possible to extend the building to cope with any further enlargement of the establishment, although at the expense of the orchard adjacent to the office building.

As well as the considerable improvement in staff availability and marginal savings in clerical costs, the move has helped to cut the Institution's accommodation costs. Because the Institution owns the freehold of their premises in Birdcage Walk, the accommodation vacated by the departments involved in the move can be let at £8-£10 per sq. ft. while the office block in Bury St. Edmunds is rented at £1.20 per sq. ft.

Against these savings in rent and salaries must be set the increase in communications expenses incurred by the partial decentralisation. For example, the Institution estimates that travelling costs for personnel and for document transport amount to around £4,500 per annum. But despite these costs, and transfer allowances, the physical cost of the move and the furnishing and adaptation of the building in Bury St. Edmunds, which together amounted to £70,000, the Institution feels that the move has been worthwhile in financial terms.

The move to Bury St. Edmunds provided an opportunity for the Institution to redesign its subscriptions department so that the new jobs are both more interesting and more responsible than in central London. This reorganisation has been possible in Bury St. Edmunds because staff turnover is considerably below that in London. In the nine months that the offices have been operational only four members of staff have left the Institution's employment, whereas there had been a turnover of at least 100 per cent per year among clerical grades in central London. Although productivity of office work is always difficult to measure, it is felt that the continuity of staffing has led to considerably greater efficiency.

Every organisation carrying out a relocation encounters problems. In the case of this move to Bury St. Edmunds, these were delays in the installation of telecommunications facilities. Although the move was in any case intended to take place in phases, the removal of the publishing company was deferred until the beginning of 1975 because of these problems. At present, the Institution uses telex as well as telephones and is shortly to install a facsimile transceiver for use between London, Bury St. Edmunds and the Institution's printers.

The Institution has, in the short time that it has occupied its new premises in Bury St. Edmunds, been pleased with the outcome of the move. The town has proved satisfactory from the housing point of view as well as providing the extra attractions of the new and improved social and civic facilities which are common to most expanding areas. The accessibility of the decentralised office suffers slightly from the lack of a direct main line connection between Bury St. Edmunds and central London but its relative isolation compared with many other of the GLC expanding towns, brings the advantages of lack of competition for staff and of very attractive surroundings.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

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Trade Information

Relaxation of performance bond requirements

Peter Shore, Secretary of State for Trade, announced on 20 June that he is relaxing the guidelines for the Export Credit Guarantee Department's involvement with performance bonds.

He said that in future ECGD will be willing to consider giving cover to support bonds for cash or near cash contracts where the contract has a minimum value of £2 million. This will replace the existing minimum limit of £20 million.

Mr. Shore, answering a written Parliamentary Question from Mr. Max Madden (Sowerby), said:

'In the light of ECGD's experience to date I have decided that the guidelines I announced on 20 February for the Department's involvement with performance bonds should be relaxed. In future, therefore, ECGD will be willing to consider giving cover to support bonds for each or near cash contracts where the contract has a minimum value of £2 million. This will replace the existing minimum limit of £20 million.

On 20 February, Mr. Shore announced circumstances in which ECGD would make support available to exporters to meet the demands for performance bonds by buyers in many markets, particularly in the Middle East.

Trade with South Africa: London meeting on 1 July

During a visit to Britain in June and July, Charles Elvey, a council member and past president of the British Manufacturers' Representatives' Association in South Africa, will address a meeting of representatives of UK trade associations on the work of the BMRA in support of British manufacturers trading with the Republic.

The meeting will take place on Tuesday, 1 July (beginning 11 a.m.) at the headquarters of the Confederation of British Industry, 21 Tothill Street, London SW1.

The main objects of the BMRA are to promote, further and foster British trade with South Africa; to foster good relationships between British manufacturers and South African importers of British products; and to promote, support or oppose any legislation or other measure affecting, or calculated to affect, directly or indirectly, the above objects.

Trade associations interested in trade with South Africa are invited to get in touch with the Commercial Relations and Exports Branch of the Department of Trade (Miss M. J. Ashwood, tel. 01-215 5274) to obtain further information.

Denmark: commercial representation

The British Trade Office in Aarhus, is temporarily without a Trade Secretary. Although a secretarial assistant is available to help inquirers, business visitors are advised to call at the British Embassy in Copenhagen and to address correspondence there also for the time being.

The telephone of the Embassy in Copenhagen is now on automatic exchange. The new number is 010 451 (ISD code) 14 46 00. The address is 36-40 Kastelsvej, DK-2100, Copenhagen (telex 19908 a/b 19907 BRIEMB DK).

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Revised arrangements for licensing exports of non-alloy ferrous scrap to countries outside the European Community

The following statement was issued to the press and the British Scrap Federation on 19 June.

Arrangements for allocating licences for the export of non-alloy ferrous scrap to countries outside the European Community are to be revised. Following consultations with representatives of the ferrous scrap industry, the new arrangements will be introduced with effect from 1 July 1975.

The quota for the quarter commencing 1 July 1975 has yet to be decided but it will be notified to the trade as soon as practicable. Under the established arrangements agreed for scrap in the Community, licences should be valid for two months and should be granted only to qualified exporters who normally deal with third countries, on evidence of firm orders. As far as possible licences should not be issued in any one month for a total tonnage of more than one-third of the quota for the quarter.

In view of the past United Kingdom restrictions on exports of ferrous scrap to third countries it has been decided that to receive licences against the quota:

a successful applicants must be established traders in non-alloy ferrous scrap;

b preference will be given to established exporters and to those who operate their own wharf facilities;

c the tonnage allocated will be related to, inter alia, the

volume of firm orders obtained by the applicant direct from a buyer in a third country.

Export performance against licences issued will be taken into account in the consideration of subsequent allocations.

Export licences will be available for the following types of non-alloy ferrous scrap only:

i compressed baled material, other than compressed unused sheet and sheet cuttings;

ii loose used wrought material containing 90 per cent or more, by weight, of a material of a thickness not exceeding 3 mm.;

iii turnings and borings.

Applications are now invited for export licences which will be valid for a period of not more than two months, which will not be extended if the licence is not wholly used. Applications should be supported by the following information:

a From any applicant who did not receive a licence to export non-alloy ferrous scrap to third countries in the period April/June 1975 – a statement of the total tonnage of non-alloy ferrous scrap which the applicant traded in the last 12 months.

b From any applicants who operate their own wharf facilities – brief description of the facilities and whether these are owned or leased.

c For all applicants details of the total tonnage of exports in each month of 1975 to date of non-alloy ferrous scrap made by the applicant, as follows:

	To Community Destinations	To Third Countries
i Exports against own orders		
ii Exports against orders obtained by others		

d For all applicants documentary evidence (in English) of firm orders, to sell to a buyer in a non-Community country, (subject to the availability of a United Kingdom export licence), stipulated tonnages of one or more of the specified types of ferrous scrap in any stipulated period. Telex messages giving full details will be accepted but must be followed by the written confirmation of the overseas buyer within not more than two weeks afterwards.

Applications for licences valid from 1 July should be received not later than 25 June. Applications or evidence of further orders may be submitted after that date on the understanding that it may then no longer be practicable to take these into account for licences for July. All such later applications will, however, be taken into account in subsequent months.

Applications for export licences accompanied by the relevant supporting evidence as requested, should be forwarded to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Continuation of the present relaxation of controls will depend on adequate supplies being maintained to UK users. No individual export licences are required for the export of ferrous scrap to Community countries.

Note

Applications for licences should be made as soon as possible and licences valid for July will be available in the next few days. If applications are received after the July quota has been exhausted, these will be taken into account in subsequent months.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Applications for reimposition of import duty

The Department of Trade, General Division, has received applications for the reimposition of the Common Customs Tariff from 1 January 1976 on the following items, which are at present temporarily exempt from duty or will be so from 1 July 1975. These products are for use in the construction, maintenance and repair of aeroplanes of an unladen weight exceeding 15,000 kg.

Tariff heading	Description	Reference
90.28 ex A	Ground proximity warning system	T 14285/4
92.11 ex 1	Cockpit voice recording apparatus	T 14285/4

Representations should be addressed to General Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, quoting the above reference. These should be received by 11 July 1975.

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Tariff and Trade Notices

Republic of Ireland

European Communities (Detergents) Regulations (No 2) 1975. It was announced recently (*Trade and Industry*, 13 June 1975) that the Minister for Industry and Commerce had made regulations entitled the European Communities (Detergents) Regulations, 1975. It has now been announced in the Irish press that the Minister has made regulations entitled the European Communities (Detergents) (No. 2) Regulations, 1975 replacing the European Communities (Detergents) Regulations, 1975 which have been revoked.

Copies of the Regulations may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1.

Inquiries to OTAR ext. 466/467/288.

Spain

Import regulations – vaccines. The Spanish *State Gazette*, 16 June 1975 announced regulations on production, importation, sale and use of vaccines as prevention of foot and mouth disease in pigs.

Copies of the Spanish text are available. Inquiries: OTAR ext. 462/471/472/473.

Home compensation tax. The Spanish *State Gazette*, 16 June 1975, announced a temporary concessional rate of 1.5 per cent home compensation tax levy until 22 July 1975 on the following items:

Tariff no.	Description
10.04.B	Oats
10.05.B	Maize
10.07.B.2	Grain sorghum
10.07.C	Millet

Inquiries: OTAR ext. 462/471/472/473.

Portugal

Import surcharges. Portuguese *Diario do Governo* No. 125 of 31 May 1975, published Decree-Law 271-A/75, which introduced a scheme of import surcharges. From 31 May 1975 most goods entering Portugal will be subject to a surcharge of either 20 per cent or 30 per cent of the cif value. It will operate at least until 31 December 1975. The surcharge may be reclaimed by the importer if the goods are subsequently cleared for re-export from Portugal. British exporters who wish to know if their goods are affected may address their inquiries to OTAR Section quoting the BN number or providing a description of the goods involved. Inquiries: OTAR ext. 460/461.

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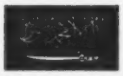

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OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Malta

Importation of footwear made of leather and plastic. The Malta *Government Gazette*, 10 June 1975 published the following notice:

1 Applications for an import allocation of the following types of footwear will be received by the Director of Trade not later than 10.00 a.m. of Tuesday, 1 July 1975:
Children's, youths' (including maids' footwear) from size 23 to 37 continental (6 to 13 and 1 to 4 English); and
Ladies' footwear all sizes.
Men's footwear all sizes.

2 Applications, which are to be made on the prescribed form will not be considered unless they are supported by import documents (Customs' entries and relative invoices) of the actual direct importation of such footwear made in 1972, 1973 and 1974. Such documents are to be accompanied by a detailed list showing the above-mentioned categories of footwear with relative sizes and quantities and the Customs Entry number and date.

3 The documents are to be handed in at the Licensing Division of the Department of Trade, 2 Cavalier Street, Valletta, against a signed receipt.

4 Applications received after the closing date or which do not conform with the above conditions may not be taken into consideration.

5 Import licences for infants' footwear from size 18 to 22 continental (2 to 5½ English) are being freely issued.

Inquiries: OTAR ext. 462/471/472/473.

Iran

Import regulations and duties. Import regulations for the new Iranian year, took effect on 21 March 1975. A complete English translation of the Iranian tariff is now available. Extracts showing the duty, import condition and Commercial Benefit Tax can be supplied to British exporters, who are asked to give details, by Brussels nomenclature numbers, of the goods in which they are interested. Inquiries: OTAR ext. 420/475.

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Angola

Economic plan. Further to the notice published in *Trade and Industry*, 23 May 1975, a copy of the translation of the economic programme of the Transitional Government of Angola is now available. Inquiries: CRE tel. 01-215 5794.

Malawi

Change in exchange rate of Malawian Kwacha. The Minister of Finance announced on 9 June that Malawi has decided to sever the link whereby the exchange rate of the Malawian Kwacha has been tied to an average of the rates for sterling and the US dollar. This link had been in existence since 19 November 1973. Under the new arrangement the rate of the Kwacha will be pegged to the SDR, the new monetary unit which was established by the International Monetary Fund in June, 1974, as a weighted average of 16 currencies. Inquiries: OTAR 462/471/472/473.

Tariff amendments. The Malawi *Gazette* Supplement of 2 May 1975 amends the Customs and Excise Act as follows:
Suspension of duties. The Customs and Excise (Amendment) (No. 2) Regulations, 1975 published as Government Notice No. 97 which came into operation on 11 April 1975 amends the Sixth Schedule to the Customs and Excise Regulations in Part I by the insertion in its correct numerical order of the following:

1	2	3	4	5	6
ex. 39.00.01	Raw materials for the manufacture of plastic pipes	—	5%	Free	Free

Industrial drawback. The Customs and Excise (Amendment) (No. 4) Regulations 1975 published as Government Notice No. 99 which came into operation on 15 April 1975 amends the Eighth Schedule to the Customs and Excise Regulations in Appendix C by inserting the following in the correct alphabetical order:

First column	Second column	Third column
Stationery, being lever arch files and flat files	All materials and components	The whole duty
Electric fires	All materials and components	The whole duty

Inquiries: OTAR ext. 473/471/472/462

Change of method of import payments. The Reserve Bank of Malawi has announced that from 9 June 1975 the existing methods of paying for imports by sight letters of credit and sight bills of exchange will no longer be permitted.

From now on importers must pay by means of either time bills of exchange or time letters of credit against presentation of a Customs certified bill of entry by the importer to his bankers.

In practical terms the new measure means that banks in Malawi will not be permitted to release foreign exchange to pay for an import consignment until they are presented with Customs' documentation proving that the goods have arrived.
Inquiries: OTAR ext. 473/471/472/462.

Mozambique

Bank of Mozambique. Information has been received from our Post in Lourenco Marques to the effect that the Bank of Mozambique (Banco de Mozambique) has been officially established by Decree No. 2/75 of 17 May, published in *Boletim Oficial* No. 59 – 1 Serie – 2nd Supplement. Some of the main points are as follows:

The Banco de Mozambique will operate as a central, issuing and commercial Bank as well as the States treasurer.

Until the end of 1978, at least half of the net profits obtained at the end of each financial year, will be used to build the Bank's reserve funds.

The Bank has an administrative and financial autonomy and is considered a public enterprise.

All property and financial resources owned by the Department of the Banco Nacional Ultramarino in Mozambique has reverted to the Banco de Mozambique.

The Bank has a capital of 1,000 million escudos (about £16.7 million) fully subscribed by the State of Mozambique.

As a Central Bank it will be the Government bankers, financial consultants, adviser and controller of monetary and credit policy.

It will also manage the country's external assets and act as an intermediate in international monetary relations.

The Bank may raise medium and long term loans with foreign or international credit institutions after approval has been obtained from the Government.

Only the Bank is allowed to buy or sell gold and silver in coins, bars and ingots.

The Bank is exempt from all fiscal contributions and other taxes except for direct taxation still outstanding from the Department of the Banco Nacional Ultramarino for their operations during 1974.

It has also been announced that Alberto Francisco Cassino has been nominated Governor of the Banco de Mozambique, and Carlos Manuel Adriano Rodrigues the Vice-Governor. Inquiries: CRE tel. 01-215 5794.

South Africa

Tariff application. Customs Tariff Application List 672 published in the South African *Government Gazette*, 13 June 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

1 Various woven fabrics classifiable under tariff subheadings 53.11.80, 53.11.90, 55.09.05, 55.09.90.30, 56.07.05, 56.07.36, 56.07.37, 56.07.60, 56.07.70, 56.07.75, 56.07.85, 56.07.90; certain shawls classifiable under tariff subheadings 61.06.20, 61.06.20.20, 61.06.30, 61.06.30.20, 61.06.40, 61.06.40.20; scarves, mufflers and stoles classifiable under tariff subheading 61.06.50, and travelling rugs and blankets classifiable under tariff heading 62.01.
2 Undergarments clasifiable under tariff subheading 60.04.90.
3 Hurricane lanterns classifiable under tariff subheading 83.07.30.10.
4 Various parts and accessories for pedal cycles classifiable under tariff heading 87.12.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Tariff changes. The following amendments were published in the South African *Government Gazette*, 30 May 1975:

R1045 BN 61.04.10: The subheading mentioned is extended, with retrospective effect to 6 September 1974, to cover babies' napkins as well.

INDUSTRIAL REBATES
R1046 Item 307.08, BN 40.08; Item 308.02, BN 51.04; Item 311.14, BN 51.04; Item 311.27, BN 51.04.
1 Provision is made for a rebate of the full duty on:
a neoprene rubber (closed cell), in plates or sheets, backed with knitted textile fabric, for the manufacture of diving suits, surfing suits, water skiing tunics and the like and
b woven fabrics of polyamide fibres (continuous) for the manufacture of rucksacks, toilet bags, clothing protection bags and shower curtains.
2 Provision is made for a partial rebate of duty on woven fabrics of polyamide fibres (continuous) for the manufacture of tents.
R1047 Item 311.06, BN 55.09 and 56.07: The effect of this amendment is that the specific permits referred to in item 311.06 will in future not be issued by the Minister of Finance but by the Secretary for Industries.
R1048 Item 320.06, BN 39.00: The effect of this amendment is that the extent of rebate on dies of polyester material for the manufacture of buttons is amended to full duty less 20 per cent.

DRAWBACKS AND REFUNDS OF CUSTOM DUTY
R1049 Item 510.02, BN 48.01: The effect of this amendment is that the specific permit referred to in item 510.02 will in future not be issued by the Minister of Finance but by the Secretary for Industries.

Inquiries: OTAR ext. 471/472/473/462.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Australia

Certain yarns and textile products: tariff changes. Details are given below of changes in the Australian customs tariff as set out in customs tariff alteration notice No. 9 (1975) operative on and from 13 June 1975. These alterations arise from the Government's decision on the Textiles Authority report on part of its inquiry into certain yarns and textile products.

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1 Omit paragraph 55.09.52, substitute the following paragraph:			
55.09.52	Fabrics of a kind suitable for use as bed sheeting, pillow casing or bolster casing or for use in the making up of bed sheets, pillow cases or bolster cases, not being goods that have a raised nap or if printed are less than 132 cm. in width or fall within paragraph 55.09.51:		
55.09.521	As prescribed by by-law	Free	Free
55.09.522	Not printed and weighing less than 119 g. per sq. m., as prescribed by by-law	22.5%	22.5%
55.09.523	Not printed and weighing not less than 119 g. per sq. m., as prescribed by by-law	41%, or, if lower, $0.23 per m²	39%, or, if lower, $0.23 per m² less 2%
55.09.524	Not printed and weighing less than 119 g. per sq. m.	22.5%, and $2 per m²	22.5%, and $2 per m²
55.09.525	Not printed and weighing not less than 119 g. per sq. m.	41%, and $2 per m²; or, if lower, $2.23 per m²	39%, and $2 per m²; or, if lower, $2.23 per m², less 2%
55.09.526	Printed	$2 per m²	$2 per m²
2 Omit paragraph 60.01.91, substitute the following paragraph:			
60.01.91	Net fabrics and fabrics resembling lace, wholly or partly of man-made fibres, not containing wool or containing less than 20% by weight of wool, not being fabrics suitable for apparel:		
60.01.911	As prescribed by by-law	22.5%	22.5%
60.01.919	Other	22.5%, and $2 per m²	2.25%, and $2 per m²
3 After sub-item 60.05.2 insert the following sub-item:			
60.05.3	Curtains:		
60.05.31	As prescribed by by-law	24%	15%
60.05.39	Other	24%, and $4 per m²	15%, and $4 per m²
4 Omit sub-item 62.02.1, substitute the following sub-item:			
62.02.1	Bed sheets, pillow cases, bolster cases, including sets thereof:		
62.02.11	As prescribed by by-law	41%	34%
62.02.19	Other	41%, and $14 per kg.	34%, and $14 per kg.
5 After sub-item 62.02.6 insert the following sub-items:			
62.02.7	Curtains:		
62.02.71	As prescribed by by-law	41%	34%
62.02.79	Other	41%, and $4 per m²	34%, and $4 per m²
62.02.8	Blinds	41%	34%

Ref. CRE 499/75. Inquiries: OTAR ext. 468/469/401.

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New Zealand

Customs tariff review. The New Zealand Government has announced its intention of undertaking a complete review of the Customs Tariff. The objective is to update the Customs Tariff as a whole but with particular regard to determining the rates of duty necessary to afford domestic industry a reasonable degree of protection against competing imports. The review will not be concerned, however, with evaluating whether an industry should be granted that level of protection. On the basis of the findings of the review, Ministers will decide whether to implement the duty rate indicated or, particularly in cases where a substantial increase is necessary, whether to retain the existing tariff pending an industry study.

Apart from recommendations on rates of duty, the structure of the Customs Tariff is to be examined. Regard will be had to information available in this respect from the Customs Co-operation Council in relation to nomenclature, the desirability of adjusting tariff item content to reflect changes in technology and the nature of demand, the need for accurate statistical information and the desirability of simplifying and harmonising the tariff to assist the commercial community.

The review will be conducted by the Customs Department in conjunction with the Department of Trade and Industry and other departments as necessary. The existing procedure involving formal hearings by the Tariff and Development Board is to be discontinued although the Board is being requested to complete inquiries on hand. Implementation of the new tariff will require a Government decision. Rather than implement the recommendations of the review on a piecemeal basis, it is intended that the new tariff should be enacted as an entity.

The Government's objective is to have the review completed within two years and this necessarily places a constraint on accepting verbal evidence. Interested parties will, however, be invited to supply information by means of questionnaires and this may be supplemented by written submissions if desired. British exporters will be informed of the arrangements in *Trade and Industry*. Once implemented, an opportunity will be available for further consideration to be given to decisions on the basis of submissions from interested parties. Inquiries: CRE tel. 01-215 5321.

Wood chipping machines and screening units. Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Wood chipping machines and screening units (Tariff item ex 84.31.000). Ref. CRE 51/74. Inquiries: CRE tel. 01-215 5321.

Import licensing control on certain woven polyester fabrics and warp knitted curtain fabric and dress net. We have been notified that the New Zealand Government has extended import licensing control on the above fabrics (see *Trade and Industry*, 2 May 1975, page 318) to cover the following items also:

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

ex 51.04.038 ex 51.04.039	Continuous synthetic fabrics containing discontinuous fibres 186 g/m² (5½ oz) but under 203 g/m² (6 oz).
ex 56.07.028 ex 56.07.029	Discontinuous synthetic fabrics weighing over 186 g/m² but under 203 g/m².

Ref: CRE 942/75. Inquiries CRE tel. 01-215 5321.

Uruguay

New import tariff. The new Uruguayan tariff effective from 11 May 1975 has now been received and an unofficial translation is being prepared. Requests for information already received will be sent as soon as the relevant chapter has been translated. Exporters needing information for current inquiries are asked to telephone and mention the degree of urgency and these will be given priority. Other inquiries will be dealt with as soon as possible. Inquiries: OTAR ext. 474/476.

Venezuela

Toys: tariff amendment. Ministry of Finance Resolution No. 418 of 4 June 1975, adds another section to subheading 97.03 (other toys; working models of a kind used for recreational purposes) and is shown below together with the duties payable:

Tariff no.	Description	Duty (*ad valorem* cif)
97.03.03.00	Of base metals:	
01	Educational	1%
99	Others:	
01	Electric	15%
99	Other	150%

Inquiries: OTAR ext. 474/476.

Bahamas

Tariff Act 1975. A new tariff based on Brussels Nomenclature, and amending the existing rates of duty was published in the *Official Gazette*, 17 April 1975. Inquiries: OTAR ext. 7312/456/457.

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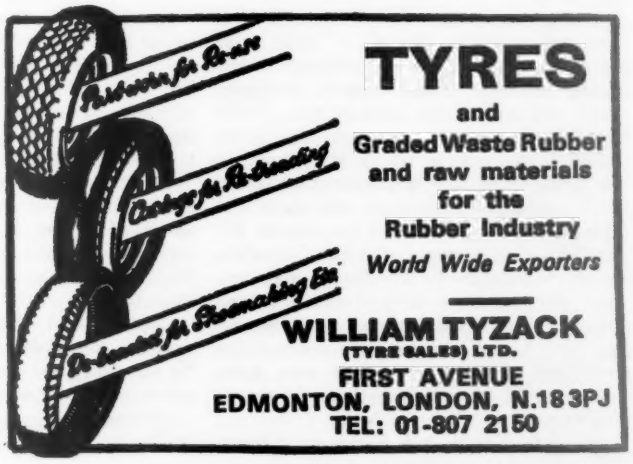

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Exhibitions and Fairs

Pictured at the opening of the Technological Fair in Tel Aviv, (left) Michael Sieff, chairman of the British Overseas Trade Group for Israel, with (right) Jim Rooke, Chief Executive of the British Overseas Trade Board, and (next to him) General Bar-lev, the Israeli Minister for Trade.

British industrial machinery on show at Israeli fair

From David Harris, Second Secretary (Commercial), British Embassy, Tel Aviv: The third Tel Aviv International Fair for industrial machinery and other technical equipment closed on 27 May. About 75 per cent of the exhibits in the 16,000 m^2 of display space came from overseas countries, dominated as usual by those of West German firms, still selling as strongly in Israel as in the other Middle Eastern markets. But the British Overseas Trade Board's pavilion, which was visited by most of the 57,000 Israeli professional buyers and the 3,000 technical students, to whom attendance at the 'Technology' fairs is restricted, attracted much favourable comment and drew the right attention to Britain's traditional importance as a supplier to the Israeli market. All the exhibitors in the British pavilion, which showed the products of over 30 British companies, reported serious inquiries and that they had made the right contacts for developing their business. Nor were those who expected to make sales from the stands disappointed.

All trade fairs have a distinctive flavour. Perhaps an enterprising publisher will soon commission a 'Good Fairs Guide'! What particularly impressed a number of British exhibitors this year about the Tel Aviv fair was the fact that many of the most serious and technically searching inquiries were received from prospective customers, who themselves worked on the shop floor, but whose opinions were taken into account in the purchasing decision by management. This kept the salesmen on their mettle but they had the satisfaction of knowing at the end of the day that their product would be sold because it was the best on display at the fair.

On 20 May, the opening day, Mr. J. S. Rooke, Chief Executive of the British Overseas Trade Board, visited the British pavilion, together with the British Ambassador Sir Bernard Ledwidge and Mr. Michael Sieff, the Chairman of the British Overseas Trade Group for Israel. Following their tour of the pavilion, the Ambassador hosted a reception for the exhibitors and leading businessmen, industrialists and senior government officials.

Planning now begins for 'Technology 1977'.

Wide variety of stationery in NY

From J. Kerin, British Trade Development Office, New York: In the midst of a period of mixed reactions and uncertainty as to when the US economy will rebound, the 29th annual New York Stationery Show was held at the New York Coliseum on 18-21 May. Soon after the exhibition began, it became apparent that visitors to the show were, for the most part, optimistic about business conditions and this was evidenced by their genuine interest in the product lines displayed and their placement of orders.

Taking part in this all important show, which not only attracts visitors from all parts of the United States but from overseas markets as well, was the largest joint venture contingent of British firms ever to exhibit at the New York Stationery Show. The group of 22 exhibitors, sponsored by the British Stationery and Office Products Federation and the British Overseas Trade Board, occupied the entire Aisle 1200 on the Coliseum's first floor.

Keeping in pace with the wide variety of products displayed at the Stationery Show, the British exhibitors also showed a broad diversity of merchandise, from social stationery items and quality leather goods to games and books.

The British Stationery and Office Products Federation also maintained a stand which provided a wealth of information and goodwill for the many US and overseas visitors to the 'British Aisle'.

It is estimated that the greeting card industry in the US is currently $1.5 billion at retail, yet total imports in 1974 were only $4.7 million of which Britain had the lion's share of $1.4 million. As several British exhibitors learned at the show, not only do they have exciting and refreshing innovations to offer to this market, but some were also pleasantly surprised to discover their greeting cards were able to compete favourably with those of American publishers. There is little doubt that there is much room for expansion in this market for British greeting card manufacturers!

The majority of British exhibitors expressed considerable satisfaction with their participation in the Stationery Show and most stated a firm intention to return next year. Orders were written, agents were appointed and in general it was realised that British suppliers have much to offer to the American stationery market.

Sound of music in Chicago

From John W. Eldret, Commercial Officer, British Consulate-General, Chicago: On 1 June, the doors of McCormick Place were opened to the sound of music. Music generated through speaker systems, tape, hi-fi and stereo systems being exhibited at the ninth annual Consumer Electronics Show.

For the first time, a joint venture co-sponsored by the Federation of British Audio gave 13 British companies the opportunity to come to Chicago and participate in this important event.

Products on display included speakers, tape systems, hi-fi stereo systems, car radios, turntables, electronic calculators and various other furniture displays to complement the electronic equipment.

This year's show attracted in excess of 38,000 visitors to look at the merchandise displayed by the 450 exhibitors taking part in the show. The related Vidsec Show, which specialised in video systems and video cassettes libraries, attracted 3,500 registered visitors.

Apart from the joint venture, Garrard Industries, a major force in the American turntable market, occupied their own space at the Show, displaying their latest line of turntables.

The British Joint Venture group, situated on the main floor of the show, enjoyed a constant flow of traffic and all the participants felt the show had been extremely worthwhile, whether promoting products already established on the American market, or introducing new products and concepts to the American public for the first time.

This was the first time that a British contingent had taken part in the summer Consumer Electronics Show, and it was indeed a most successful joint venture. All concerned felt that a return visit will be vital to continue successful marketing of their products in the United States.

Early morning traffic at the British audio joint venture stand in Chicago.

A blinding success for UK exhibitors at Stuttgart shutter fair

From R. J. Painter, Vice-Consul, Commercial, Stuttgart: The Shutter and Blinds Fair (R '75), internationally recognised as the most important event in this specialised field in the world, was opened in Stuttgart by Dr. Dieter Haack, Secretary of State for Town and Country Planning, Bonn.

Nine British firms participated, eight of them as newcomers in the first joint venture group at this event, which was sponsored by Fairs and Promotions Branch of the British Overseas Trade Board and the Birmingham Engineering and Building Centre Ltd.

A total of 258 firms from 15 countries were represented at R '75, which attracted some 14,000 trade visitors. Over a quarter of the visitors came from outside Germany.

Without exception, all the British participants were highly satisfied with the number and quality of trade contacts made. One firm in particular commented that contacts made during the first day more than met their expectations and would have alone justified their taking part. Actual orders placed amounted to £850,000, plus orders of £250,000 covering deliveries over a two-year period. Firms not already represented were approached in connection with the possibilities of agency and manufacture under licence agreements and negotiations are, in all cases, in progress.

It is not surprising, therefore, that all the joint venture exhibitors expressed keen interest in participating in the R '77 fair which will be held in Stuttgart from 9-12 June 1977.

Eric Deakins at Paris machine tool exhibition

Eric Deakins, Parliamentary Under-Secretary of State for Trade, attended the first Euro-World Machine Tool Exhibition in Paris on 18 June to view the stands of the 83 British companies taking part.

The official British participation, the largest at any international machine tool event this year, was directed by the British Overseas Trade Board and sponsored by the Machine Tool Trades Association. An extensive range of tools and components, some of them new, were exhibited.

The exhibition, which closed on 26 June, was organised under the auspices of the European Committee for the Co-operation of the Machine Tool Industries (CECIMO), of which Great Britain is a member.

British jams, teas and golden syrup make a focal point at Bologna

From Giulia Dei, British Vice-Consul, British Consulate, Florence: The International Food Fair was held in Bologna from 28 May to 8 June. As usual it formed part of the 39th edition of the International Samples Fair, showing a wide range of items, from office machinery to furniture, from camping equipment to giftware, from services to machine tools. The Fair also included a new event called 'Arte Fiera', a market of modern paintings and sculptures.

The Food Fair was housed in two large pavilions plus 'I Portici', a large square surrounded by a 'scenario' reproduction of 19th century Bologna. 'I Portici' inevitably attracted the large numbers of Bolognesi visiting the event; it is known that the people from Bologna and surrounding areas are the most sophisticated of Italian gourmets and will go a very long way to find good food and drink.

This year's British joint venture was organised by the British Overseas Trade Board in collaboration with the British Food Export Council, which had an information stand at the fair.

The British stand's attractive white and green background set off to the best advantage the range of jams, teas, golden syrup and drinks displayed by the various exhibitors. It certainly was the focal point of the fair and attracted vast numbers of visitors. The business done over the counter was more than satisfactory and the representatives of the British concerns present at the fair, most of whom were assisted by their Italian agents, expressed a desire to take part again next year.

The stand of Abrasive Developments Ltd., one of the British firms which exhibited at the International Industrial Finishing and Surface Treatment Fair in Paris.

Britain displays at furnace and surface treatment exhibitions

From Clive Almond, Second Secretary (Commercial), British Embassy, Paris: The first ever British joint venture at the combined French Furnace and Surface Treatment Exhibitions was a resounding success.

In all 14 British firms exhibited in the Eurofour Salon and four British companies in the Surface Treatment Show. Both exhibitions took place in the La Defense Exhibition Hall from 12-17 May.

The Eurofour Exhibition was only the second event of its kind to be held in Paris whereas the Surface Treatment Salon was in its fifth year.

For highly specialised salons such as these there was a good attendance from potential customers. Over 17,000 were recorded as having visited the two shows and nearly 2,200 of these came from abroad.

A lively interest was shown in the British products on display and there was a wide degree of agreement by both sets of British exhibitors that the exhibitions were highly professional and serious shows. They were particularly pleased at the high number of really positive inquiries they had taken and most firms commented on the number of good new contacts they had been able to make. This was especially the case with potential clients from Spain and Italy and there had even been visitors from the Middle East, South America and Eastern Europe, particularly from Russia and Poland.

Many of the British firms exhibiting were new to the French and other continental markets and all of them were very encouraged by the response they had received.

There is little doubt that, after this successful first time joint venture participation in these two Paris exhibitions, there will be an even greater interest by British firms in returning for the next French Furnace and Surface Treatment Salons.

Sitting pretty at Interzum

From R. A. Tempest, Commercial Department, British Embassy Bonn: Over 30 British firms exhibited at Interzum, the biennial international fair for the products of the suppliers to the furniture manufacturers and interior decorating trades, held in Cologne from 4-7 June.

The British firms were able to offer a wide range of products including upholstery leathers and fabrics, castors, springing systems, laminated plastic veneers, machinery for the upholstery and mattress industries, plastic and foam mouldings for various types of chairs and high quality tufted and woven carpets. Most British firms participated on the joint venture stands sponsored by the Birmingham Chamber of Industry and Commerce and the British Carpets Export Association in conjunction with the British Overseas Trade Board.

Altogether 760 firms participated in the fair and in the four days it is estimated that 38,000 trade visitors came to Cologne to see what their suppliers had to offer.

No exhibitor expects to take orders at Interzum – it is a fair at which visitors and exhibitors alike seek to make new contacts, to discuss new products and developments in manufacturing techniques.

The British exhibitors were well satisfied with the results they achieved, although a great deal of hard work remains to be done, to turn these results into hard cash and profits. The British stands were well visited and the quality of inquiries was good. Less interest was shown by German visitors than by the many foreign visitors. Inquiries came from almost all European and Scandinavian countries, and North and South America. The international aspect of the fair surprised newcomers among the British firms, some of whom realised for the first time how much they have to offer in export markets.

Education and training in Melbourne

A group of 25 British companies provided exhibits for the third Australian International Education Exhibition in Melbourne from 17-21 June. They took part in a joint venture display sponsored by the British Overseas Trade Board in collaboration with the Industrial Council for Educational and Training Technology. British educational technology is increasingly attracting interest on a worldwide basis and the British entry at this event covered all sections of the education and training supply industry. Exhibits included primary and secondary school supplies, equipment and materials for tertiary education and vocational training including language teaching, medical education, engineering teaching, home study, and other activities relating to improving the quality of life.

At an educational conference organised concurrently with the exhibition, four British speakers, three of them sponsored by the BOTB in conjunction with ICETT, read papers and took part in discussions with the audience. The subjects covered included selection of resources, multi-media systems in education, curriculum development, new education technology, and continuing education.

British art in Basle

The work of 43 British artists, including Henry Moore, Francis Bacon, Ben Nicholson, Graham Sutherland, David Hockney, Barbara Hepworth, Lucian Freud and Bridget Riley, were shown on the privileged centre display at the sixth International Basle Art Fair from 18-23 June.

The centre display, occupying a space of about 1,000 square metres, which for the past two years the Fair organisers have put at the disposal of one country at no cost, was sponsored by the British Overseas Trade Board in collaboration with the Fine Arts and Antique Export Committee. Each artist was represented by one or two major post-war works. Since 1970, British galleries, with BOTB support, have participated every year at this event, which is one of the most important in the modern art world. This year's joint venture group will consist of 20 London art dealers and galleries, who will show original prints, paintings and sculpture.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,365	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	439	324	68	−23	698	−11	709
1971	101	103	100	94	103	76	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−205	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,113	−2,301	1,188
1974	110	114	108	100	112	337	468	47	−124	−3,771	−5,259	1,488
1972 2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−209	−401	192
3rd qtr.	110	114	111	91	120	100	68	6	22	−229	−569	340
4th qtr.	110	114	111	94	125	131	99	24	25	−491	−977	486
1974 1st qtr.	108	113	112	99	111	−235	−100	8	−73	−935	−1,279	344
2nd qtr.	110	112	105	100	107	208	138	42	11	−955	−1,316	361
3rd qtr.	112	114	106	99	118	257	299	−27	−28	−830	−1,210	380
4th qtr.	111	116	107	103	112	107	130	23	−34	−1,051	−1,454	403
1975 1st qtr.		116 p		94	99		47	−29	−65	−342	−716	374
% change last 2 qtrs. on prev. 2 qtrs.	+3.2	+2.7	−1.8	−0.9	−5.5							
on a year earlier	+1.4	+2.2	−4.1	+1.8	−11.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices: Index‡	Index of retail prices: % increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages									totals	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4†	9.2	144.5	123.2*	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5	16.0	215.3	152.0	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2†	9.2	150.9	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8†	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.7	106.0	109.8	103	101.4	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	108.0	109.6	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.7	110.3	111.0	109	110.2	17.0	212.9	156.1	143.9	592	2.6	306	4,161	5,371
4th qtr.	105.3	106.1	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.	104.5	105.5	111.6	106	122.0	20.3	220.6	176.0	163.2	701	3.1	..	4,571	5,287
2nd qtr.										814	3.6	166		
1974 July	109.3	110.8	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.7	109.0	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	106.7	107.1	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.2	107.3	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.9	103.8	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,386	1,745
1975 Jan.	105.0	106.8	113.0	109	119.9	19.9	222.1	173.0	159.7	678e	3.0	..	1,571	1,856
Feb.	105.0	106.4	112.3	113	121.9	19.9	218.8	175.9	162.0	705	3.1	192	1,451	1,765
Mar.	103.4	103.3	109.4	97	124.3	21.2	221.9	179.2	169.0	722	3.2	186	1,549	1,666
Apr.	102.5	103.2	120.2	89	129.1	21.7	222.8 p	182.3 p	169.2	760	3.3	173	1,364	1,655
May			103.0 p	87	134.5	25.0	225.2 p	187.3 p	175.2	817	3.6	156	1,586 p	1,602 p
June										864	3.8	141		
% change latest 3 months on prev. 3 months	−1.0	−1.6	−1.0	−11.7	+8.1		+1.1	+6.3	+7.0	+16.0		..	+2	−8.5
on a year earlier	−2.0	−3.6	+2.8	−11.4	+22.5		+4.0	+25.4	+32.8	+47.3		−49.5	+17	−5.5

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan. 1962 = 100.
+ Average of 11 months. e Figure is estimate

Index of industrial production for April

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

The latest estimates of the index of industrial production up to April 1975 are shown in the tables on the opposite page.

The provisional estimate for the total index in April 1975 is 102.5 and for manufacturing alone the estimate is 103.2 (1970 = 100).

Industrial output has continued to decline in recent months.

It is provisionally estimated that the average level of the all-industries index in February to April was 1 per cent below its level in the preceding three months; the fall in the index of manufacturing industry alone was 1½ per cent. These comparisons are, however, affected by the unusually low level in December when changed holiday patterns are thought to have contributed to a fall in output.

Many of the series used in compiling the index of production, in particular for manufacturing industry, measure deliveries rather than production. Deliveries and production in a month may differ because of movements in stocks. While this distinction is generally not important in interpretation it can be significant in periods when output is interrupted and during the subsequent recovery.

The use of such series results in the published all-industries index understating the level of output by about 1 per cent in the third quarter of 1974 and by about ¼ per cent in the fourth quarter of 1974. Provisional estimates suggest that the understatement continued at about the same level in the first quarter of 1975.

On a longer-term comparison, both the all-industries index and the index for manufacturing industry were about 7 per cent lower in the latest three months than in August-October 1973, before the miners' dispute started.

The index numbers in the tables are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month-to-month variations due, for example, to the incidence of holidays. The adjustments, however, can in general only be derived from analysis of past experience, and may not be completely appropriate if holiday patterns change sharply. It is thought that the introduction of a public holiday on New Year's Day led to a tendency for more industrial plant to be shut down in the last week of December. The seasonal factors currently used for December do not reflect to any significant extent any change in holiday pattern due to the introduction of a New Year's Day public holiday. Any fall in output due to this change would, therefore, largely be reflected in the relatively low seasonally adjusted index numbers for December 1974. An adjustment has been made, however, in the January index to allow for the direct effect of the public holiday on New Year's Day itself.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods since about the end of 1973 should be regarded as subject to wider margins than in earlier years.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Act 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 20 June 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Ghost Story	BR/E 38113/21/6/80	90	16 June	Stephen Weeks Co. Ltd.	Stephen Weeks Co. Ltd.
Yep and Nope	BR/E 38147/21/6/80	12	18 June	Columbia-Warner Distributors Ltd.	Global Films Ltd. and Queensway Promotions Ltd.
Review No. 10 (28th Year)	BR/E 38148/21/6/80	9	18 June	Data Film Distributors Ltd.	National Coal Board
Movietone News 2402	BR/E 37832/21/6/80	8	20 June	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
How to Seduce a Virgin	EC 38145/21/6/80	64	18 June	Cinecenta Film Distributors Ltd.	Comptoir Francais du Film Production, Paris
The Mattei Affair	EC 38150/21/6/80	118	19 June	Cinegate Ltd.	Verona Produzione S.r.l. and Vides Cinematografica SAS, Rome
			FOREIGN		
The Klansman	F 38118	90	16 June	Hemdale International Films Ltd.	Movie People Incorporated, New York
African Zoo	F 38146	16	18 June	Columbia-Warner Distributors Ltd.	Anthony Gilkison Associates, London
Stick 'em Up Darlings	F 38149	90	19 June	K.-Tel International (UK) Ltd.	Cine Produzioni Daunia 70, Rome

Correction to the register

The registration number of the film 'Hunger' registered on 12 June 1975 has been corrected to BR/E 38115/14/6/80, and the name of the maker to National Film Board of Canada, Montreal.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Index of industrial production

Seasonally adjusted — 1970 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1,000	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.5	99.7	99.7	100.7	100.1	101.7	103.4	102.2	99.4	100.1	100.8	102.6	96.6	99.3	94.0
1972	102.6	84.0	102.3	105.0	104.2	106.4	102.6	108.1	100.0	95.0	93.1	110.3	91.8	103.7	95.7
1973	110.2	93.6	110.9	109.3	106.4	114.0	110.0	121.6	108.0	103.5	102.1	125.9	95.1	105.0	103.5
1974	106.4	83.6	108.0	110.0	104.7	118.7	106.1	128.0	105.9	104.0	105.0	120.6	95.6	98.5	104.3
1973 3rd qtr.	111.1	94.7	112.0	110.2	105.9	117.1	115.2	123.4	109.3	104.8	102.4	125.2	95.7	107.5	106.3
4th qtr.	109.8	84.1	110.9	109.0	106.0	114.0	110.7	124.2	108.1	104.9	101.7	126.0	96.4	103.6	102.6
1974 1st qtr.	103.7	58.0	106.0	114.4	109.3	122.9	101.8	126.7	101.9	100.5	100.4	120.1	85.7	92.5	99.5
2nd qtr.	108.0	90.5	109.6	110.2	106.0	117.0	110.7	128.0	106.8	104.4	108.0	119.1	97.4	100.3	107.1
3rd qtr.	108.7	93.0	110.3	109.3	104.3	117.5	106.4	133.0	108.9	105.2	106.5	124.4	98.7	103.7	106.9
4th qtr.	105.3	93.0	106.1	106.1	99.2	117.5	105.5	124.2	106.1	105.9	105.1	118.9	100.5	97.5	103.6
1975 1st qtr.	104.5	94.2	105.5	110.5	104.2	120.8	94.1	120.9	106.5	105.9	103.5	119.7	101.1	100.7	100.7
1974 Apr.	107.5	89	109.3	110	105	120	111	131	105	103	107	118	97	97	107
May	107.6	91	108.8	112	108	118	115	127	107	105	108	119	97	107	106
June	108.8	92	110.6	108	106	113	106	126	108	105	109	120	98	102	108
July	109.3	94	110.8	109	105	117	98	132	109	105	107	124	97	105	110
Aug.	109.1	93	111.2	109	104	118	114	132	110	105	106	125	99	108	107
Sept.	107.7	92	109.0	109	104	117	107	135	107	106	106	124	100	98	104
Oct.	106.7	93	107.1	106	99	118	109	129	107	106	105	120	100	98	105
Nov.	106.2	93	107.3	106	100	115	108	125	107	106	105	119	101	101	107
Dec.	102.9	93	103.8	106	98	120	100	119	104	106	105	118	100	93	99
1975 Jan.	105.0	93	106.8	113	103	129	101	125	108	106	105	120	102	104	102
Feb.	105.0	94	106.4	111	105	121	93	123	107	106	104	120	101	102	99
Mar.	103.4	96	103.3	108	105	113	89	114	105	105	102	119	101	98	101
Apr.	102.5	94	103.2	107	98	122	91	116	105	105	102	119	101	97	97
Nov.-Jan. (av.)	104.7	93	106.0	108	100	121	103	123	106	106	105	119	101	99	103
Feb.-Apr. (av.)	103.6	95	104.3	109	103	119	91	118	106	105	103	119	101	98	99

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.2	89.8	95.4	102.3	100.7	103.0	105.4	107.7	106.3	109.8	103.0	97.3	99.7	102.9	103.9
1972	91.0	89.4	95.7	104.6	103.0	104.5	107.8	114.2	113.6	115.1	113.5	102.6	104.2	104.5	111.2
1973	99.4	97.3	106.1	110.0	108.6	101.0	114.4	126.5	124.8	129.1	132.6	112.1	116.5	107.2	117.8
1974	91.5	87.7	103.5	103.5	100.4	96.3	110.8	117.8	109.4	130.8	112.4	109.4	113.8	98.1	118.6
1973 3rd qtr.	100.0	97.2	108.7	109.0	106.3	99.9	115.7	128.2	124.5	134.0	132.6	114.8	116.6	107.4	117.4
4th qtr.	98.9	97.7	102.5	108.9	106.3	99.0	115.6	126.4	122.4	132.7	129.5	112.8	117.6	105.4	120.6
1974 1st qtr.	89.2	84.4	104.1	99.8	98.8	96.3	102.3	117.9	106.0	136.4	116.8	108.2	112.2	101.6	107.5
2nd qtr.	91.2	86.2	106.8	108.6	106.3	100.8	114.5	121.4	115.4	130.8	117.0	111.5	118.3	99.3	117.9
3rd qtr.	95.5	92.4	105.4	105.6	101.7	95.5	115.2	117.2	109.6	129.1	110.2	111.1	117.4	98.1	121.2
4th qtr.	90.2	87.8	97.6	99.9	95.0	92.5	111.2	114.5	106.6	126.7	105.8	106.9	107.2	93.3	127.7
1975 1st qtr.	87.6	84.8	96.4	98.4	92.6	94.3	111.0	116.2	106.6	131.3	111.7	100.9	102.2		119.4
1974 Apr.	92	87	106	109	108	99	114	123	116	135	118	111	117		115
May	85	79	104	105	103	99	111	121	116	129	114	112	117		121
June	97	93	110	111	108	104	118	120	114	129	119	112	121		118
July	96	95	102	107	102	96	118	117	112	124	110	113	118		124
Aug.	102	100	110	107	104	95	115	119	108	135	111	111	111		118
Sept.	88	83	104	103	99	95	113	116	108	128	110	110	124		121
Oct.	87	83	101	103	99	93	111	114	105	128	104	109	114		137
Nov.	91	86	105	102	97	93	113	116	107	129	107	108	111		128
Dec.	92	94	87	95	89	92	109	114	108	123	106	104	96		119
1975 Jan.	90	85	102	97	90	94	112	116	109	126	103	101	105		115
Feb.	88	85	96	99	93	94	112	117	107	133	117	104	104		118
Mar.	86	84	91	99	95	95	109	116	104	134	110	98	97		126
Apr.	80	76	94	98	94	95	106	112	109	116	121	100	100		121
Nov.-Jan. (av.)	91	88	98	98	92	93	111	115	108	126	107	104	104		121
Feb.-Apr. (av.)	85	82	94	99	94	95	109	115	107	128	116	101	100		122

Release dates of economic statistics to be published in July

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in July. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
July			
1 Tues.	Housing starts and completions (May) House renovation grants approved (May)	PN	Department of Environment
2 Wed.	United Kingdom official reserves (June)	PN	HM Treasury
	Capital issues and redemptions (June)	PN	Bank of England
3 Thurs.	Unemployment (May – final) Employment in production industries (Apr.) Overtime and short-time working in manufacturing industries (Apr.) Stoppages of work due to industrial disputes (May)	Gazette	Department of Employment
	Capital expenditure of the manufacturing, distributive and service industries (1st qtr. – revised) Manufacturers' and distributors' stocks (1st qtr. – revised)	PN	Department of Industry
7 Mon.	Hire purchase and other instalment credit business (May) Retail trade (May – final)	PN	Department of Industry
8 Tues.	Consolidated Fund and National Loans Fund (June)	London Gazette	HM Treasury
	Provisional figures of vehicle production and estimates of new car registrations (June – prov.)	PN	Department of Industry
9 Wed.	London clearing banks' monthly statement (mid-June)(1)	PN	CLCB
	UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-June)(1)	PN	Bank of England
10 Thurs.	Personal income, expenditure and savings (1st qtr.); gross domestic product (1st qtr. – revised)	PN	CSO
11 Fri.	Building Societies' receipts and loans (June)	PN	BSA
	Index of industrial production (May)	PN	CSO
	Crude steel production (June)	PN	BSC/ BISPA
14 Mon.	Central Government borrowing requirement (May)	Financial Statistics	CSO/ Treasury
	Balance of payments current account and overseas trade figures incorporating the import and export unit value and volume index numbers and terms of trade (June)	PN	Department of Trade/ CSO
	Turnover of the catering trades (May)	PN	Department of Industry
	Wholesale price index numbers (June)	PN	Department of Industry
18 Fri.	Retail prices index (June)	PN	Department of Employment
	Appropriation account of companies (1st qtr.) Net acquisition of financial assets – analysis by sector (1st qtr.) Financial accounts of industrial and commercial company and personal sectors (1st qtr.)	PN	CSO
20 Sun.	National Savings monthly progress report (June)	PN	National Savings Committee
21 Mon.	UK banks' assets and liabilities and the money stock (mid-June)(1)	PN	Bank of England
	Retail trade (June – prov.)	PN	Department of Industry
	Basic rates of wages and normal weekly hours (end-June) Monthly index of average earnings (May)	PN	Department of Employment
	Sterling certificates of deposit (mid-June)(1)	PN	Bank of England
	London dollar certificates of deposit (mid-June)	PN	Bank of England
22 Tues.	New vehicle registrations (June)	PN	Department of Environment
23 Wed.	Consumers' expenditure (2nd qtr. – 1st prelim. estimate)	PN	CSO
24 Thurs.	Unemployment (July – prov.) Unfilled vacancies (July – prov.)	PN	Department of Employment
	Car and commercial vehicle production (June – final)	PN	Department of Industry
25 Fri.	Sales and orders in the engineering industries (Apr.)	Trade and Industry	Department of Industry
30 Wed.	Construction – new orders (May)	PN	Department of Environment
31 Thurs.	Unemployment (June – final) Employment in production industries (May) Overtime and short-time working in manufacturing industries (May) Stoppages of work due to industrial disputes (June)	Gazette	Department of Employment
	Energy Trends	PN	Department of Energy
	Housing starts and completions (June) House renovation grants (June)	PN	Department of Environment
	Slum clearances (2nd qtr.)	PN	Department of Environment
	Bricks and cement production (June)	PN	Department of Environment

* PN = Press Notice.
(1) Subject to delay because of changes in definition and coverage.

Steel consumption and stocks in the first quarter

Revised seasonally adjusted estimates of aggregate consumption, deliveries and stocks of steel by type in the first quarter of 1975, which are given in Tables 1 and 5 do not differ substantially from the, provisional estimates published in *Trade and Industry* of 30 May (page 547) apart from estimates for deliveries from UK producers which are now estimated at 3.55 million, and deliveries to consumers now estimated to be 4.24 million. Estimates of consumption and stocks by industry are given in Tables 2 to 4.

Consumption by industry: Table 2

Consumption of steel by industry did not vary substantially from consumption in the second half of 1974. Consumption in the motor vehicle industry (mainly of sheet) and in electrical engineering continued to fall to 0.48 million and 0.22 million respectively, while consumption in shipbuilding increased to 0.18 million.

Stocks by industry: Table 3

Stock levels have not substantially changed in any industry after the first quarter 1974. The largest changes were for shipbuilding which increased its stocks (mainly of plate) to 0.48 million from the first quarter 1974 level of 0.37 million, and for the motor vehicle industry which decreased its stocks to 0.43 million from the first quarter 1974 level of 0.55 million.

Ratio of stocks to weekly consumption by industry: Table 4

Equally, the ratio of stocks to consumption in any industry did not change substantially after the first quarter 1974. The largest change was for construction which increased its ratio to 22 from the first quarter 1974 level of 19. Shipbuilding and construction continue to have the highest ratios, with 36 and 22 weeks respectively. In contrast wire and wire manufactures, hollow-ware and electrical engineering have the lowest ratios, with seven, nine and nine weeks respectively.

Stocks by type of steel held by consumers and merchants: Table 5

Of the four types of steel identified in Table 5 stocks of plate have increased systematically since 1971, and are now estimated to be 1.35 million tonnes, roughly twice the 1971 level. This increase reflects mainly the sustained stock build by shipbuilders, although merchants have also increased stocks of plate, especially in the first quarter 1975 from 0.18 million to 0.25 million. In contrast, stocks of sheet, although some 0.18 million higher than the 1971 level, decreased by 0.07 million in the first quarter 1975, with merchants increasing their stocks by 0.02 million tonnes. Stocks of tinplate increased by 0.03 million tonnes to 0.21 million tonnes, some 50 per cent more than the 1971 level, while stocks of reinforcement bars were the same as the end 1974 level.

TABLE 1 Consumption, deliveries and stocks of finished steel

Seasonally adjusted

	Consumption m. tonnes	Deliveries m. tonnes			Stocks m. tonnes			Ratio of stocks to weekly consumption		
		From UK production to consumers and merchants	Imports	Total to consumers (a)	Consumers	Merchants	Total	Consumers	Merchants	Total
1968	16.83	15.46	1.56	17.00	3.26	0.61	3.87	9.6	1.7	11.3
1969	17.78	17.14	1.18	18.28	3.77	0.63	4.40	10.8	1.9	12.7
1970	17.64	17.10	1.04	17.91	4.15	0.87	5.02	11.9	2.5	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	11.5	2.3	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	9.6	2.0	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	13.2	1.8	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	15.1	2.6	17.7
1972 1st quarter	3.93	3.42	0.48	3.90	3.49	0.67	4.16	11.0	2.4	13.4
2nd quarter	4.04	3.43	0.47	3.88	3.33	0.68	4.01	10.0	2.2	12.2
3rd quarter	4.28	3.78	0.53	4.32	3.32	0.73	4.05	9.6	2.1	11.7
4th quarter	4.50	3.96	0.66	4.62	3.44	0.72	4.16	9.6	2.0	11.6
1973 1st quarter	4.67	4.15	0.65	4.80	3.57	0.73	4.30	10.6	2.2	12.8
2nd quarter	4.37	4.13	0.44	4.61	3.82	0.68	4.50	10.8	1.9	12.7
3rd quarter	4.60	4.26	0.61	4.91	4.12	0.64	4.76	11.1	1.8	12.9
4th quarter	4.81	4.26	0.81	5.13	4.44	0.58	5.02	13.2	1.8	15.0
1974 1st quarter	4.36	3.98	0.97	4.92	5.00	0.62	5.62	14.2	1.8	16.0
2nd quarter	4.59	3.93	0.82	4.62	5.06	0.75	5.81	15.5	2.3	17.8
3rd quarter	4.25	3.56	0.70	4.19	5.00	0.81	5.81	14.8	2.4	17.2
4th quarter	4.38	3.60	0.80	4.34	4.96	0.87	5.83	15.1	2.6	17.7
1975 1st quarter	4.26	3.55	0.85	4.24	4.94	1.03	5.97	15.1	3.1	18.2

(a) Total deliveries to consumers are deliveries from UK production to consumers and stockholding merchants plus imports minus stock build by stockholding merchants.

Note: Estimates of weeks supply are given by stocks held divided by the consumption level of the following quarter, with the exception of 1975 quarter one when the divisor used is consumption in that quarter.

TABLE 2 Consumption of finished steel by industry group

Seasonally adjusted

Million tonnes

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	0.47	0.37	0.61	2.81	0.78	3.62	2.24	1.05	1.17	3.71
1969	0.45	0.39	0.68	2.81	0.78	3.89	2.38	1.12	1.23	4.05
1970	0.44	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	3.97
1971	0.52	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	3.56
1972	0.47	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	3.68
1973	0.52	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	3.95
1974	0.50	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	3.75
1972 1st quarter	0.08	0.08	0.16	0.73	0.18	0.76	0.52	0.31	0.27	0.84
2nd quarter	0.13	0.09	0.19	0.71	0.19	0.76	0.53	0.28	0.28	0.88
3rd quarter	0.12	0.11	0.18	0.76	0.20	0.80	0.55	0.30	0.30	0.96
4th quarter	0.14	0.09	0.19	0.79	0.19	0.86	0.61	0.34	0.29	1.00
1973 1st quarter	0.13	0.09	0.20	0.83	0.21	0.93	0.60	0.32	0.34	1.02
2nd quarter	0.13	0.09	0.14	0.74	0.21	0.89	0.58	0.34	0.30	0.95
3rd quarter	0.13	0.09	0.15	0.86	0.23	0.95	0.63	0.33	0.29	0.94
4th quarter	0.13	0.10	0.16	0.92	0.22	0.96	0.62	0.36	0.30	1.04
1974 1st quarter	0.09	0.11	0.15	0.89	0.25	0.86	0.50	0.33	0.28	0.90
2nd quarter	0.12	0.12	0.13	0.81	0.28	0.93	0.56	0.37	0.27	1.00
3rd quarter	0.15	0.12	0.15	0.66	0.28	0.86	0.56	0.30	0.29	0.88
4th quarter	0.14	0.13	0.15	0.72	0.26	0.89	0.51	0.33	0.28	0.97
1975 1st quarter	0.14	0.15	0.18	0.71	0.22	0.92	0.48	0.30	0.27	0.89

TABLE 3 Stocks of finished steel by industry group

Seasonally adjusted

million tonnes

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	0.11	0.09	0.21	0.71	0.11	0.74	0.40	0.17	0.10	0.62
1969	0.11	0.10	0.28	0.88	0.12	0.86	0.43	0.18	0.10	0.71
1970	0.11	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.74
1971	0.13	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.62
1972	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1972 1st quarter	0.12	0.10	0.26	0.85	0.10	0.77	0.37	0.15	0.14	0.63
2nd quarter	0.10	0.10	0.25	0.40	0.10	0.76	0.35	0.15	0.13	0.59
3rd quarter	0.09	0.08	0.25	0.80	0.10	0.78	0.34	0.14	0.12	0.62
4th quarter	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973 1st quarter	0.11	0.09	0.26	0.87	0.11	0.82	0.40	0.15	0.11	0.65
2nd quarter	0.11	0.09	0.27	0.95	0.12	0.84	0.44	0.16	0.13	0.71
3rd quarter	0.12	0.09	0.31	1.05	0.14	0.85	0.46	0.19	0.13	0.78
4th quarter	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974 1st quarter	0.18	0.12	0.37	1.18	0.21	1.04	0.55	0.22	0.16	0.97
2nd quarter	0.20	0.13	0.42	1.23	0.20	1.07	0.49	0.19	0.17	0.97
3rd quarter	0.20	0.13	0.45	1.22	0.19	1.05	0.47	0.19	0.16	0.94
4th quarter	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975 1st quarter	0.20	0.13	0.48	1.22	0.16	1.03	0.43	0.20	0.16	0.93

TABLE 4 Ratio of stocks to weekly consumption by industry group

Seasonally adjusted

	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1968	12	14	17	14	7	10	8	8	4	8
1969	12	13	21	16	8	11	9	9	4	9
1970	10	16	22	16	9	14	10	6	6	10
1971	23	17	21	15	8	13	9	6	6	9
1972	9	11	18	13	6	11	8	6	5	8
1973	22	11	29	16	8	14	13	8	7	13
1974	17	14	38	22	9	15	12	8	7	12
1972 1st quarter	12	15	18	16	7	13	9	7	7	9
2nd quarter	10	12	18	14	6	12	8	6	6	8
3rd quarter	9	12	17	13	6	12	7	5	6	8
4th quarter	9	11	18	13	6	11	8	6	5	8
1973 1st quarter	11	14	24	15	7	12	9	6	5	9
2nd quarter	11	14	23	14	7	12	9	7	6	10
3rd quarter	12	11	26	15	8	12	10	7	6	10
4th quarter	22	11	29	16	8	14	13	8	7	13
1974 1st quarter	20	12	36	19	10	15	13	8	8	13
2nd quarter	17	14	37	24	9	16	11	8	8	14
3rd quarter	18	13	38	22	10	15	12	8	7	13
4th quarter	17	12	34	22	10	15	12	9	7	13
1975 1st quarter	18	11	36	22	9	15	12	9	7	14

See note Table 1.

TABLE 5 Stocks of finished steel held by consumers and merchants

Seasonally adjusted (m. tonnes)

	Sheets	Plate	Tinplate	Rods and bars for reinforcement	Other steel products	Total all products
CONSUMERS						
1970	0.53	0.85	0.14	0.19	2.44	4.15
1971	0.42	0.67	0.14	0.14	2.10	3.47
1972	0.42	0.70	0.14	0.15	2.03	3.44
1973	0.60	0.91	0.16	0.22	2.55	4.44
1974	0.61	1.07	0.17	0.23	2.88	4.96
1974 1st quarter	0.72	1.03	0.19	0.25	2.81	5.00
2nd quarter	0.66	1.08	0.17	0.25	2.91	5.07
3rd quarter	0.62	1.07	0.17	0.21	2.93	5.00
4th quarter	0.61	1.07	0.17	0.23	2.88	4.96
1975 1st quarter	0.52	1.10	0.20	0.23	2.89	4.94
MERCHANTS						
1970	0.25	0.19	0.02	0.02	0.39	0.87
1971	0.21	0.09	0.02	0.01	0.38	0.71
1972	0.20	0.12	0.02	0.01	0.37	0.72
1973	0.15	0.11	0.02	0.01	0.29	0.58
1974	0.27	0.18	0.01	0.01	0.40	0.87
1974 1st quarter	0.18	0.12	0.02	0.01	0.29	0.62
2nd quarter	0.25	0.14	0.02	0.01	0.33	0.75
3rd quarter	0.27	0.16	0.01	0.01	0.36	0.81
4th quarter	0.27	0.18	0.01	0.01	0.40	0.87
1975 1st quarter	0.29	0.25	0.01	0.01	0.47	1.03
TOTAL						
1970	0.78	1.04	0.16	0.21	2.83	5.02
1971	0.63	0.76	0.16	0.15	2.48	4.18
1972	0.62	0.82	0.16	0.16	2.40	4.16
1973	0.75	1.02	0.18	0.23	2.84	5.02
1974	0.88	1.25	0.18	0.24	3.28	5.83
1974 1st quarter	0.90	1.15	0.21	0.26	3.10	5.62
2nd quarter	0.91	1.22	0.19	0.26	3.24	5.82
3rd quarter	0.89	1.23	0.18	0.22	3.29	5.81
4th quarter	0.88	1.25	0.18	0.24	3.28	5.83
1975 1st quarter	0.81	1.35	0.21	0.24	3.36	5.97

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

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HMSO BOOKS

Motor vehicle output in May

Car production in May was markedly affected by industrial disputes and fell sharply (both before and after allowing for seasonal effects) from the levels reached in recent months; while production of commercial vehicles continued at much the same rate as in each of the two preceding months.

In the first five months of 1975 car production was 15 per cent below that in the corresponding period of 1974 (despite the effects of three-day working during the first three months of that period). Output of commercial vehicles, however, increased by 9 per cent in January to May of this year compared with the same months of 1974.

In the four weeks to 24 May car output at 72,173 (18,043 per week) was the lowest recorded since July 1962. Commercial vehicles output, at 31,949 units (7,987 per week) was 12 per cent lower than a year earlier.

(The comments which follow are based on the seasonally adjusted figures in Table 2.)

Cars

Car production in May, at 70,000 units, was more than a third below that of the first four months of this year and 45 per cent lower than the monthly average in 1974. Production for the home market was most affected and, for the first time since late 1969, fewer cars were produced for the home market than for export. Home market production, at 34,000 units, was 55 per cent below its average level in 1974; while production for export, at 36,000 units, was 28 per cent lower.

In the three months to May 1975, car output fell by 26 per cent compared with the preceding three months. This decrease was partly due to low levels of production in March and April and, apart from the effects of industrial disputes, the figures in recent months reflected the continuing low level of demand, particularly in the home market. On the three-monthly comparison, production for the home market fell by 33 per cent while that for export fell by 15 per cent.

Commercial vehicles

Commercial vehicle production in May, at 31,800 units, was 2½ per cent below the April level and 5 per cent below the 1974 average. In the period March to May output was 13 per cent below that in the previous three months, home market production falling by 17 per cent while production for export decreased by only 9 per cent.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52								
1974 1st quarter	13	237,232	150,688	387,920	29,840	52,641	36,845	89,486	6,884
2nd quarter	13	275,355	164,041	439,396	33,800	63,122	46,063	109,185	8,399
3rd quarter	13	185,497	121,121	306,618	23,586	50,233	39,800	90,033	6,926
4th quarter	13	239,848	160,337	400,185	30,783	66,377	47,485	113,862	8,759
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,730	62,339	164,069	32,814	22,604	15,822	38,426	7,685
April	4	74,411	40,917	115,328	28,832	18,881	12,913	31,794	7,948
May	4	99,873	58,240	158,113	39,528	20,614	15,513	36,127	9,032
June	5	101,071	64,884	165,955	33,191	23,627	17,637	41,264	8,253
July	4	56,304	37,405	93,709	23,427	14,978	12,841	27,819	6,955
August	4	66,368	46,662	113,030	28,258	14,701	10,495	25,196	6,299
September	5	62,825	37,054	99,879	19,976	20,554	16,464	37,018	7,404
October	4	73,584	49,228	122,812	30,703	20,846	14,332	35,178	8,794
November	4	84,742	55,632	140,374	35,094	22,364	16,125	38,489	9,622
December	5	81,522	55,477	136,999	27,400	23,167	17,028	40,195	8,039
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975						
1974 1st quarter	69	42	111	16.6	11.7	28.3
2nd quarter	85	47	132	19.6	14.2	33.8
3rd quarter	83	55	138	21.3	16.2	37.5
4th quarter	76	54	130	19.9	14.7	34.6
1975 1st quarter	76	43	119	20.1	15.5	35.6
2nd quarter						
3rd quarter						
4th quarter						
1974 January	56	44	100	15.2	12.3	27.5
February	70	36	106	16.2	11.0	27.2
March	80	46	126	18.5	11.7	30.2
April	79	32	111	19.9	13.8	33.7
May	93	56	149	21.3	14.5	35.8
June	81	55	136	17.7	14.2	31.9
July	97	66	163	22.0	16.7	38.7
August	88	61	149	22.1	16.8	38.9
September	64	37	101	19.8	15.1	34.9
October	72	49	121	18.8	14.0	32.8
November	82	60	142	20.1	15.3	35.4
December	75	53	128	20.8	14.8	35.6
1975 January	78	53	131	21.7	17.4	39.1
February	85	36	121	20.2	15.8	36.0
March	65	40	105	18.4	13.4	31.8
April	61	46	107	17.4	15.2	32.6
May	34	36	70	16.5	15.3	31.8
June						
July						
August						
September						
October						
November						
December						
Average of:						
Dec. 1974-Feb. 1975	79	48	127	20.9	16.0	36.9
Mar.-May 1975	54	40	94	17.5	14.6	32.1
Percentage change	−33	−15	−26	−17	−9	−13

Statistics of the motor trades for 1972

This article presents some results of the large scale inquiry into the motor trades in Great Britain in respect of business done during 1972. A full report on the inquiry to be published in the near future in the Business Monitor series, will give more detailed information as indicated in the list of Report Tables on page 791.

Results of the inquiry

Table 1 gives summary results at the level of the business (defined as the organisation for the purposes of the inquiry) for the 12 separate kinds of business distinguished in the inquiry. Overall it is estimated that there were over 46,000 motor trades organisations in 1972 with a total turnover of more than £8,100 million. Stocks amounted to £590 million at the beginning of the year and rose by more than £130 million during the year. Capital expenditure net of disposals of vehicles, plant and machinery and land and existing buildings exceeded £86 million.

The 46,000 organisations traded at 55,000 establishments or separate places of business. Table 2 shows the number of establishments and total turnover classified by the kind of business of the establishment.

Scope of the inquiry

The inquiry covers those businesses classified to Minimum List Heading 894 of the Standard Industrial Classification (1968); that is businesses engaged in the repair of all types of motor vehicles, the wholesale or retail distributions of motor vehicles (including motor cycles), caravans (trailer and motorised), tyres, parts and accessories and the retail distribution of petroleum products. Motor trading activity carried on by organisations whose main activity was not in the motor trades were excluded from the inquiry. Thus the results of the inquiry omit, for example, shops selling mainly cycles but with significant sales of motor scooters or motor accessories, or general wholesale merchants who deal among other things in motor accessories.

Coverage

The main register for the inquiry was compiled from a number of sources including information held and maintained within the Business Statistics Office supplemented by names and addresses of business taken from trade directories and other publications. Additional register information was taken from lists of businesses compiled by field enumerators engaged in taking the Census of Population in April 1971. Forms were sent to all businesses on the main register; a 1 in 8 random sample was taken of the additional businesses identified by the Census of Population enumerators. Approximately 37,000 forms were despatched.

A complete field enumeration was held in a sample of local authority areas in order to measure the volume of register deficiencies and to enable estimates to be made for unlisted traders.

TABLE 1 Organisations, turnover, stocks and capital expenditure by kind of business, 1972

Kind of business	Organisations	Turnover	Stocks		Capital expenditure						
						Vehicles		Other capital equipment		Land and existing buildings	
			Beginning of year	End of year	New building work	Acquisitions	Disposals	Acquisitions	Disposals	Acquisitions	Disposals
	Number	£ million	£ million	£ million	£ million	£ million	£ million	£ million	£ million	£ million	£ million
Total	46,121	8,108.6	592.6	725.9	27.0	48.5	28.8	28.2	2.7	37.8	23.5
Concessionaire of foreign manufacture of vehicles or motor cycles	285	486.7	42.0	84.6	1.4	1.1	0.7	1.5	—	2.6	0.6
Vehicle distributor/main dealer	3,490	3,461.5	247.5	282.4	10.5	20.0	13.0	9.0	1.4	11.2	12.2
Other new vehicle dealer	4,514	1,281.9	94.5	110.7	4.1	6.8	4.6	4.0	0.5	4.1	2.3
Motor cycle dealer (new and/or used)	1,461	89.3	12.0	13.6	0.4	0.8	0.3	0.1	—	0.3	0.3
Used vehicle dealer	5,003	490.0	32.3	38.0	1.1	3.3	4.2	1.2	0.2	2.6	1.1
General repairer (including servicing)	12,878	481.9	23.4	25.5	2.0	3.8	1.2	2.8	0.1	2.6	0.5
Specialist repairer (eg bodywork, electrical)	3,865	105.7	5.0	5.8	0.9	1.7	0.8	1.7	} 0.2	1.1	0.4
Retail dealer in motor parts and/or accessories	2,667	156.1	21.4	23.7	1.0	1.0	0.3	1.2		3.0	0.9
Wholesale dealer in motor parts and/or accessories	966	264.3	42.5	50.6	1.0	2.5	0.9	1.5		0.9	0.5
Tyre and/or battery dealer	1,425	285.8	33.8	42.4	1.5	2.3	0.7	1.9		3.9	2.1
Petrol station	9,056	925.8	28.5	36.3	2.7	4.2	1.7	3.0	0.2	4.4	1·7
Caravan dealer	511	79.6	9.7	12.3	0.4	0.9	0.3	0.3	—	1.0	0.8

The published report

A full report on the inquiry to be published as Business Monitor SD 24 under the title 'Motor Trades, 1972' will contain the following tables:

Table 1 Organisations and turnover, completed returns and estimated data by kind of business.
Table 2 Organisations, turnover, stocks and capital expenditure by kind of business.
Table 3 Organisations and turnover by kind of business, analysed by turnover size.
Table 4 Organisations, turnover, analysis of turnover and purchases by kind of business.
Table 5 Establishments and turnover by form of organisation and kind of business.
Table 6 Establishments and turnover by kind of business analysed by turnover size.
Table 7 Establishments and turnover by standard region and kind of business.

Inquiries

Further information about the inquiry may be obtained from the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. Newport (0633) 56111, ext. 2609).

TABLE 2 Establishments and turnover by kind of business, 1972

Kind of business	Establishments	Turnover
	Number	£ million
Total	55,056	8,101.7
Concessionaire of foreign manufacture of vehicles or motor cycles	327	478.9
Vehicle distributor/main dealer	4,683	3,282.8
Other new vehicle dealer	4,914	1,292.5
Motor cycle dealer (new and/or used)	1,637	92.1
Used vehicle dealer	5,333	518.8
General repairer (including servicing)	13,345	514.4
Specialist repairer (eg bodywork, electrical)	4,071	117.1
Retail dealer in motor parts and/or accessories	3,990	161.3
Wholesale dealer in motor parts and/or accessories	1,867	280.3
Tyre and/or battery dealer	3,090	303.7
Petrol station	11,211	980.7
Caravan dealer	588	79.1

Sales in the carpet industry in April 1975

The daily rate of manufacturers' sales by value in April at current prices was provisionally estimated to have been 2 per cent more than in April 1974; assuming 22 working days in April 1975 and 20 working days in April 1974. In the three months ended April 1975, the daily rate of manufacturers' sales was provisionally estimated to have been 8 per cent more than in the corresponding period 12 months ago, assuming 61 working days in both periods. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

		Index of manufacturers' sales at current prices	Wholesale price index
1969		93	96.6
1970		100	100.0
1971		115	104.9
1972		135	111.7
1973		166	130.2
1974		179	153.1
1974	Quarter ended March	165	141.5
	Quarter ended June	186	150.6
	Quarter ended September	164	158.7
	Quarter ended December	202	161.5
1975	Quarter ended March	190	169.4*
1974	January	132	139.2
	February	175	142.0
	March	192	143.4
1974	April	183	148.4
1975	January	165	167.9
	February	189	170.2
	March	220	170.2
	April	187	170.2*

* Provisional.

Hosiery and other knitted goods – index of production

In the three months ended April 1975 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 6 per cent less than in the three months ended January 1975 and 14 per cent less than in the three months ended April 1974.

The seasonally adjusted figures for 1974 are based on the seasonal pattern up to the end of 1973 and may be subject to slight revision when the complete figures for 1974 have been incorporated. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

1970 = 100

1968	88
1969	98
1970	100
1971	99
1972	100
1973	103
1974 p	100

		Including warp knitting	
		Actual	Seasonally adjusted
1973	1st quarter	97	104
	2nd quarter	101	103
	3rd quarter	98	102
	4th quarter	115	102
1974	1st quarter	91	97
	2nd quarter	103	105
	3rd quarter	97	101
	4th quarter p	109	96
1975	1st quarter p	81	87
1973	July	90	102
	August	91	102
	September	113	102
	October	124	104
	November	124	104
	December	96	99
1974	January	77	91
	February	94	98
	March	101	102
	April	95	101
	May	99	102
	June	116	112
	July	88	100
	August	91	101
	September	113	102
	October p	121	101
	November p	125	105
	December p	80	83
1975	January p	73	86
	February p	87	91
	March p	84	84
	April p	77	82

p = provisional.

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Regional selective assistance

The table below shows offers of £10,000 or more made since 31 July 1974 under Section 7 of the Industry Act 1972, against which a first payment to the company concerned was made in the period 1 January-31 March 1975. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown:

Region	Name of company	Type of assistance	Amount of assistance committed (£)	Total (£)	Reason
Scotland	Caledonian Seafoods Ltd.	IRG	3,600		A
Scotland	Caird (Dundee) Ltd.	IRG	57,600		A
Scotland	Daniel Montgomery and Son Ltd.	IRG	36,000		A
Scotland	Farquharson Bros. Ltd.	IRG	6,000		A
Scotland	Field Sons and Co.	IRG	36,000		A
Scotland	Hall and Hall Ltd.	IRG and RG	11,200		A
Scotland	Hob Tool and Gauge Ltd.	IRG	5,280		A
Scotland	John Laird and Son (DRG Packaging) Ltd.	IRG	300,000		A
Scotland	Leith Glazing Co. Ltd.	IRG	9,600		A
Scotland	Oilfield Manufacturing and Services Ltd.	IRG	19,200		A
Scotland	Olympic Anodising Ltd.	IRG	6,000		A
Scotland	Panel Processes Ltd.	IRG	28,800		A
Scotland	Paterson and Son	IRG	1,800		A
Scotland	Scottish Industries Training and Management Services Ltd.	IRG	4,800		A
Scotland	Torhouse Fisheries	L	25,000		A
Scotland	United Glass Ltd.	IRG	486,000		A
Scotland	William Tawse Ltd.	IRG	19,200		A
				1,056,080	
Wales	Accumatic Engineering Ltd.	IRG	9,450		A
Wales	Avon Rubber Co.	L	275,000		A
Wales	Barcott Containers Ltd.	IRG	14,400		A
Wales	BGK (Aluminium) Ltd.	IRG and RG	56,000		A
Wales	David G. Owens	IRG	3,000		A
Wales	E.M. Products	IRG	1,200		A
Wales	Fibreglass Ltd.	IRG	259,200		A
Wales	Hawkhead Bray and Sons Ltd.	IRG	14,280		A
Wales	The Plessey Co. Ltd.	IRG	156,000		A
				788,530	
Northern	Charles Churchill	IRG	46,800		A
Northern	Crystallised Confections (Tip Top) Ltd.	IRG	6,000		A
Northern	Deborah Construction Ltd.	IRG	42,000		A
Northern	George Blair and Co. Ltd.	IRG	14,400		A
Northern	Hardy Bros. (Alnwick) Ltd.	IRG	2,880		A
Northern	A. Hilkert	IRG	3,240		A
Northern	Janets Marine Fitments (Durham) Ltd.	L	20,000		A
Northern	John Nixon	IRG	9,000		A
Northern	King Wilkinson Ltd.	RG(s)	11,200		A
Northern	Ransome Hoffman Ltd.	IRG and RG	7,400		A
Northern	Rediffusion Vision Service Ltd.	IRG	70,000		A
Northern	Richardson Bros. Ltd.	IRG	1,200		A
Northern	Sepkarn Ltd.	L	15,000		B
Northern	Watcliff and Co.	IRG	126,000		A
				375,120	
North West	Blandurg Ltd.	IRG	4,400		A
North West	Computer Service Centre (London) Ltd.	IRG and RG(s)	62,540		A
North West	Cuncliffe Whittam Holdings Ltd.	IRG	17,000		A
North West	David F. Silverman (Metals) Ltd.	IRG	3,750		A
North West	Dubilier Electronics Ltd.	RG	688,642		A
North West	Henry Lloyd Ltd.	IRG	5,100		A
North West	Henry Simon Ltd.	IRG	136,000		A
North West	Kilbellin Ltd.	L	962,500		A
North West	Kirkby Manufacturing and Engineering Ltd.	G	3,900,000		B
North West	Findleys of Audlem Ltd.	IRG	3,360		A
North West	Lindsay and Williams Ltd.	IRG	27,600		A
North West	Lintafoam Plastics	IRG	48,000		A
North West	Loyne Ltd.	IRG	10,000		A
North West	Main Gas Appliances Ltd.	IRG	189,000		A
North West	Makin and Bancroft Ltd.	IRG	9,600		A
North West	D. Matthews and Sons Ltd.	IRG	28,900		A
North West	G. Nicholls and Co.	IRG	38,400		A
North West	Perris and Kearon Ltd.	IRG	6,480		A

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North West	Ribble Boatyard Ltd.	IRG	14,400		A
North West	Sharna Wear (Mfg.) Ltd.	L	100,00		A
North West	Sheperd and Markham Ltd.	IRG	14,400		A
North West	Shorrocks Development Ltd.	IRG	40,000		A
North West	Smith and Bateson Ltd.	IRG	2,240		A
North West	Snodex Ltd.	IRG	96,200		A
North West	Stag Clothing Ltd.	IRG	9,600		A
North West	Tinling (1973) Ltd.	L	400,000		B
North West	U.G. Micromass Ltd.	IRG	67,200		A
North West	Watch Service Centre Ltd.	IRG and RG	12,110		A
North West	Wonderland Poultry Packers Ltd.	IRG	4,200		A
				6,909,272	
Yorkshire/Humberside	British Leyland (UK) Ltd.	IRG	36,421		A
Yorkshire/Humberside	British Process Boards	IRG	2,277		A
Yorkshire/Humberside	B. G. and W. Whiteley	IRG	12,722		A
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Yorkshire/Humberside	Ellison Circlips Ltd.	IRG	14,877		A
Yorkshire/Humberside	G.S.P.K. (Electronics) Ltd.	IRG	6,108		A
Yorkshire/Humberside	Henry Booth (Hull) Ltd.	IRG	36,183		A
Yorkshire/Humberside	Heinzel (London and Vienna) Ltd.	IRG	9,975		A
Yorkshire/Humberside	Independent Bakeries Ltd.	L	550,000		A
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Yorkshire/Humberside	Shaws (Huddersfield) Ltd.	IRG	2,344		A
Yorkshire/Humberside	Square Grip (Midlands) Ltd.	IRG	22,495		A
Yorkshire/Humberside	Tack Services Ltd.	IRG and RGS	20,631		A
Yorkshire/Humberside	Tangye-Epco Ltd.	IRG	31,564		A
Yorkshire/Humberside	Taylor Precision Engineering (Yorkshire) Ltd.	IRG	3,600		A
Yorkshire/Humberside	Titanium Fabricators Ltd.	IRG	1,700		A
Yorkshire/Humberside	William Oxley Ltd.	L	200,000		A
				1,051,664	
South West	Brewster Precision Instruments Ltd.	IRG	1,800		A
South West	Devon Concrete Works	L	225,000		A
South West	H. L. Sheldon Ltd.	IRG	9,450		A
South West	Luke Anthony Ltd.	L	60,000		A
South West	Plant and Armstrong Ltd.	IRG	6,660		A
South West	Tortube Ltd.	IRG	7,920		A
				310,830	
East Midlands	Akarmatic Engineering Co. Ltd.	IRG	1,680		A
East Midlands	Alida Packaging Co. Ltd.	IRG	1,680		A
East Midlands	Click Shelving Ltd.	L	40,000		A
East Midlands	John E. B. Wheatley Ltd.	IRG	1,680		A
East Midlands	Town and Country Aluminium Ltd.	IRG	8,880		A
				53,920	
West Midlands	Criddle Burgess Feeds Ltd.	L	60,000		A
				60,000	
			OVERALL TOTAL	10,605,416	
			Total amount paid in Regional Selective Assistance during period	14,650,000	

Note 1. A = Increased employment.
B = Preservation of employment.

Note 2. G = Grant for general purposes.
IRG = Interest relief grant.
L = Loan.
RG = Removal grants.

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The statistics presented are concerned mainly with retail trading, though the Monitor also includes some information on hairdressing and footwear repairing. There are detailed tables showing retail outlets by kind of business and, where possible, form of organisation for all East Anglian towns with a population of 20,000 or more (and, where appropriate, also for the town centres); and there are total figures for each county and for the towns and rural areas within each county. More detailed information for rural areas and for towns with populations of less than 20,000 is available in a set of 77 special unpublished tables, which can be purchased (price: £1.25 plus VAT for up to five tables, and 25p plus VAT for each additional table) direct from the Business Statistics Office, Census of Distribution, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633-56111, ext. 2000). Further information about the Census can be obtained from the same address.

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Retailers' stocks in April

Based on the non-seasonally adjusted data of Table 1, the level of stocks at book values in April was 10 per cent higher than a year earlier, but at constant prices it was 11 per cent lower.

The value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (Table 2) shows a substantial fall in the volume of stocks held. The fall reflects the marked rise in the volume of retail sales in April.

Note: The statistics now being given in Table 2 were introduced in an article in the issue of 28 March 1975. The article also gave figures back to 1966 for both Table 1 and Table 2.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At book values:												
1971	89	91	94	95	95	97	95	95	97	106	110	100
1972	96	99	101	102	103	105	102	102	105	114	120	107
1973	103	106	110	108	110	113	112	113	117	127	135	124
1974	120	121	126	130	134	135	134	133	138	150	159	143
1975	138	140	147	143								
1972	*8*	*8*	*8*	*7*	*8*	*8*	*7*	*8*	*7*	*7*	*8*	*7*
1973	*8*	*8*	*9*	—	—	—	—	—	—	—	—	—
1974	—	—	—	*21*	*22*	*19*	*20*	*18*	*18*	*18*	*18*	*16*
1975	*15*	*16*	*16*	*10*								
At constant (1970) prices:												
1971	95	97	99	99	98	99	96	96	99	107	111	100
1972	95	97	100	100	100	102	99	99	100	107	113	100
1973	97	99	102	109	110	112	110	109	113	120	126	114
1974	109	107	111	111	112	111	109	107	109	116	120	107
1975	101	101	104	99								
1972	—	—	*1*	*1*	*2*	*3*	*2*	*3*	*1*	*1*	*2*	—
1973	*2*	*2*	*3*	*9*	*10*	*10*	*12*	*11*	*12*	*12*	*12*	*14*
1974	*12*	*9*	*8*	*2*	*2*	*−1*	*−1*	*−2*	*−3*	*−4*	*−5*	*−7*
1975	*−7*	*−6*	*−6*	*−11*								

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,899 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, the usual comparisons with a year earlier for the book values series have not been given. As the basis of valuation is now comparable with that of a year earlier these percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1971	−13	−6	−13	3	−17	17	−6	4	10	21	−8	4
1972	−7	3	−12	12	4	22	−15	14	−12	10	9	−25
1973	20	8	4	107	21	35	9	−1	14	−2	13	14
1974	−10	−60	−3	8	19	−16	12	−32	−8	−8	−3	−23
1975	−30	−26	−9	−81								

See footnote 2 to Table 1.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	20 June 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	13 June 1975
Catering trades turnover (M)	20 June 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	13 June 1975
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acquisitions and mergers (Q)	9 May 1975
insolvencies (Q)	2 May 1975
liquidity (Q)	13 June 1975
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Gt. Britain (M)	20 June 1975
N. Ireland (M)	13 June 1975
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EEC economic indicators	30 May 1975
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Engineering industries: sales and orders (M)	20 June 1975
Film industry	
British Film Fund Agency returns (M)	20 June 1975
cinema admissions and takings (M)	6 June 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	2 May 1975
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	23 May 1975
Foreign exchange: official reserves (M)	16 May 1975
Foreign trade: industrial countries' production and trade (Q)	18 Apr. 1975
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	20 June 1975
Hire-purchase business (M)	13 June 1975
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	23 May 1975
Insolvencies in England and Wales (Q)	2 May 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	13 June 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	30 May 1975
Man-made fibres:	
deliveries (Q)	6 June 1975
production (M)	6 June 1975
production: quarterly analysis (Q)	6 June 1975
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	13 June 1975
motor trade turnover (Q)	30 May 1975
Office development permits (Q)	9 May 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	20 June 1975
value: analysis of trends (Q)	18 Apr. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	This week
Retail prices index (M)	20 June 1975
Retail trades:	
sales (M)	13 June 1975
provisional figures (M)	20 June 1975
sales, N. Ireland (M)	20 June 1975
stocks (M)	This week
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	This week
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	13 June 1975
manufacturers' stocks: monthly estimates (M)	13 June 1975
retail (M)	This week
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1975
carpet sales (M)	This week
cotton industry production (M)	20 June 1975
hosiery production (M)	This week
made-up clothing: orders and deliveries (M)	20 June 1975
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	6 June 1975
wool exports (Q)	20 June 1975
wool output (M)	20 June 1975
Tourism:	
foreign visitor arrivals (M)	20 June 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	20 June 1975

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	20 June 1975
ECGD local offices	14 Mar. 1975
Guide to Departments	7 Mar. 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	18 Apr. 1975
Release dates of economic statistics	This week

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These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

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BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo boxes, useful for storage, transport, shelving in quantity only etc. for sale. Details: R. Pordes, 529B, Finchley Road, London, NW3. 01-435 9878/9. (33)

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Government Sales

Ministry of Defence

3 July 1975 Miscellaneous Stores

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham, Kent

Auctioneers: Fuller, Horsey Sons and Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (tel. 01-248 7954)

The lots on offer include several machine tools, a Jones/Leyland KL 10/10 diesel mobile crane, Conveyancer-Raymond 2,240 lb. lift fork-lift truck, compressors, welding and other generators, pumping sets, lifting and hauling gears, Stilson bolt croppers and other hand tools, ferrous and non-ferrous sheets, tubes, etc. Electronic and electrical spares and equipment. Austins (Gipsy), Ford executive cars, Thames van, Thames 5 ton tipper and landrovers. Various items of service clothing, woollen and mixed rags, blankets, furniture, carpets, rugs, DMS and other boots, shoes, wrist watches, clocks, binoculars, kitchen utensils and numerous other effects.

8 and 9 July 1975 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts.

Auctioneers: Arnold and Son (Dept. L), 13 Market Place, Burton-upon-Trent, Staffs. DE14 1HL (tel. 0283 64657)

A large quantity of Government surplus stores including MT, electrical and electronic spares and equipment, generators, firepump trailers, aircraft components and ground equipment, general household and office furniture, typewriters, various textiles, scrap metals, vehicle tyres, engineering tools and equipment, wooden boxes. A large quantity of hand tools including pul-lifts, bolt croppers, Stilsons, chain saws, etc. Boxing ring. Various machine tools, Murex electric welders. Binoculars, watches, cameras, etc.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

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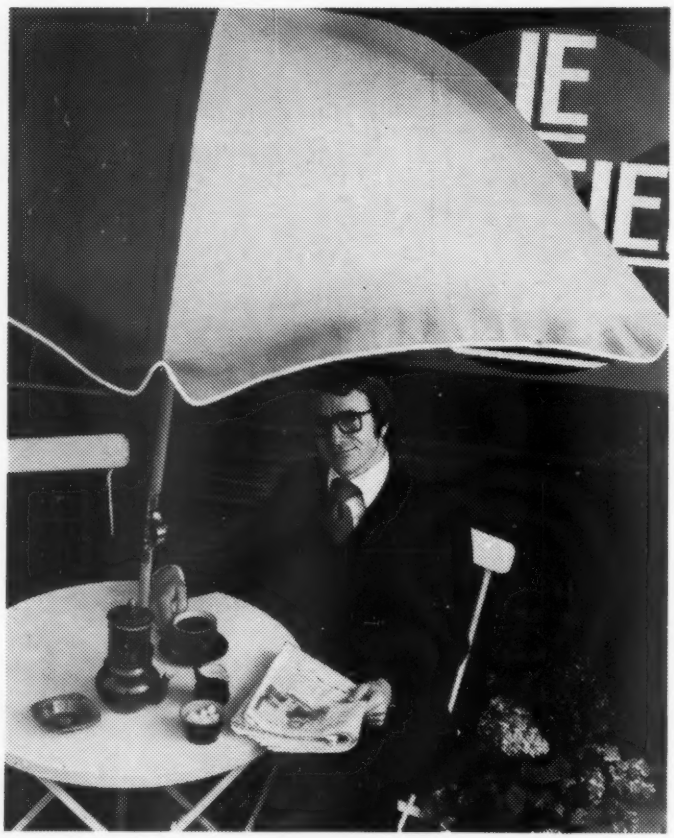

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